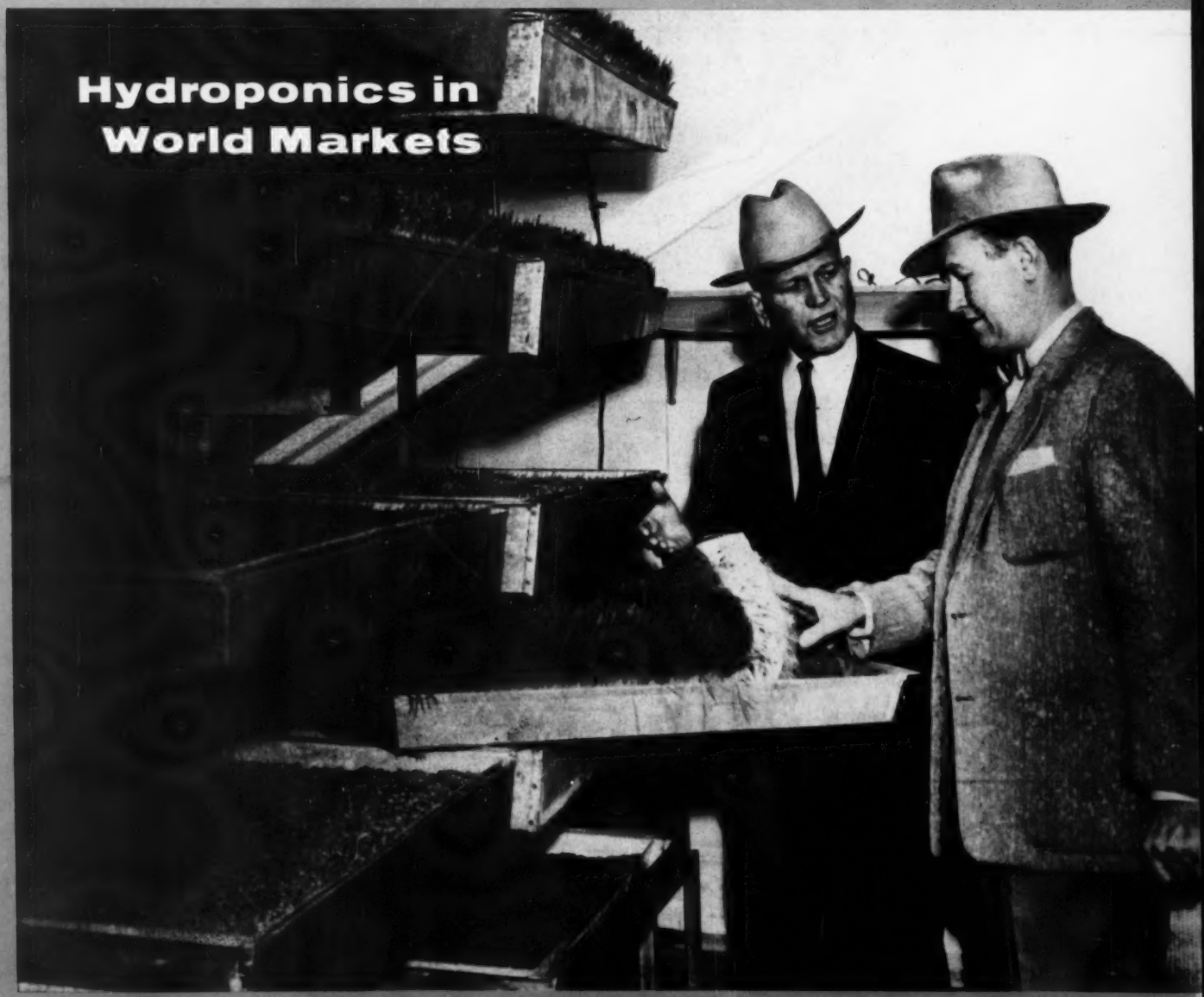
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

September 20, 1965



# Business Bulletins *from around the world*

**BARBADOS**—In effort to increase U.S. private investment, Barbados Development Board plans to open branch office at 355 Lexington Ave., New York, on Oct. 1. New branch to be headed by Branford M. Taitt.

**BOLIVIA**—Government approves new Customs Tariff. Review of tariff indicates reduction of customs duties on primary products. Duty on locally produced goods raised. New mining code published; well received by private mining sector.

**FRANCE**—Fifth Economic Plan programs a major effort to improve road system. From 1966-1970, about $5 billion to be spent on 600 miles of inter-city superhighways; 200-300 miles of access roads; 600 miles of bypass roads; and 1000 miles of roads to be widened. Highways to be straightened and widened primarily in central and western parts of country. In more industrialized areas emphasis to be on construction of inter-city roads. Main objective is completion of superhighway Dunkirk-Lille-Paris-Lyon-Marseille.

Passenger automobile production declined in 1964 to 1,321,081 units, drop of 9.4% below 1963 level. Production losses largely in small cars of less than 1,000 cubic centimeters (cc) displacement. Production of cars of 1,000 cc. to 1,500 cc. more than doubled, reflecting growing interest in more powerful cars. Production of larger cars remained stationary. Truck, bus production aggregated 261,048 units, up about 4% from 1963.

Number of workers employed decreased between Jan. 1 and April 1. Index dropped 0.2% from 110.9 (1954 = 100) to 110.7. Decrease in employment took place in textiles (—2.7%), leather, skins (—1.9%), clothing (—1.8%), metal fabricating (—1.2%), electrical machinery (—1.1%). Sectors continuing to experience increase in employment index are construction (2.4%), printing (1.6%), glass and ceramics (1.4%).

Under stimulus of foreign orders both from Coal and Steel Community and foreign countries, French iron and steel production reached all time highs in 1964. Iron production was up to 15.86 million metric tons in 1964 and steel production up to 19.8 million metric tons (respectively 14.3 million tons and 17.56 million tons the preceding year).

**GERMANY**—Precision Instrument Co., California, manufacturer of industrial and research electronics equipment, concludes agreement with German electrical engineering firm Saba, Schwarzwaelder Apparate-Bau-Anstalt August Schwer Soehne, GmbH, of Villingen. Under agreement, Saba is to be sole agent for PI's products in Germany and West Berlin, also to manufacture PI products under license. Managerial and financial independence of the two firms is not altered by agreement.

**GREECE**—Voktas, Inc., accounting for 20 to 25% of country's boiler production, to double output, promote sale of first frozen poultry domestically and abroad.

Agricultural Bank of Greece to establish $3 million dairy plant, country's largest, at Gidas. Daily production to be 180 tons of processed milk. In addition to two plants now underway at Ioannina and Rhodes, Bank also to start erection of three other dairy establishments during 1965, at Mytilene, Elia, Evros.

Arthur G. McKee Co., Cleveland, receives lump-sum contract award for engineering, equipment procurement, erection of Pappas-Nevros' chlorine-caustic soda plant at Thessaloniki.

Italian firm Snam-Progetti of Milan awarded contract to design, supply, erect Ethyl's $11 million anti-knock compounds plant at Thessaloniki.

**IRELAND**—There are presently 25 firms, employing 3,000 persons, operating at Shannon Airport Industrial Estate. In 1964, these companies produced almost $42 million worth of goods for export market. Products include office machines, floor maintenance equipment, pianos, industrial diamonds, machine tools, electronic components.

**SWEDEN**—Container type roll-on-roll-off freight service across Atlantic planned by group of Swedish and Netherlands shipping firms, according to Swedish press reports. Two container type vessels (13,000 tons each) are on order from French shipyards; two more contemplated.

**TOGO**—Country's first cotton textile mill, joint Government-Germany enterprise, now under construction at Datcha, expected commence limited operations by end of year. Spinning and weaving to be initiated in early 1966. By 1967, it is predicted that plant will produce about six million square meters of cloth, which will account for approximately one-half of the nation's annual cloth production.

**UNITED KINGDOM**—Imperial Chemical Industries, Ltd., plans to construct $87 million nylon polymer plant in Scotland. Plant is the largest single capital project undertaken by ICI; it will employ 1,100.

**VENEZUELA**—Plans for establishing 30 new industrial projects representing foreign and domestic investments of about $22 million presented to Ministry of Development during July. New factories expected to create 1,600 new jobs, and to consume $6 million worth of imports annually. Some of more important projects contemplated include plant to produce steel tubes centrifugally; factory to produce pick-up truck boxes; plant to make stainless steel sinks; plant for scooters, tricycles, and baby buggies; five powdered milk plants.

**YUGOSLAVIA**—Yugoslav company ISKRA celebrated export of one million electric motors to U.S. Primary purchaser expects to import $1 million worth of these motors this year.

**ZAMBIA**—Government plans to establish coal mining industry near Lake Kariba by early 1966. Initial production to be approximately 300,000 tons per year.

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## the cover

Under the Hydroponics system, year-round, green "salad" for livestock and other animals is grown at the rate of six inches a week, creating multi-tiered grass farms in space occupied by an average living room. The international commercial significance of the process—especially for land-scarce countries—is discussed on pages 2 and 3.

# International Commerce

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September 20, 1965 Volume 71, Number 38

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# Greeks had a word for it

## 'The biggest little farm in the world'—may be answer to universal food problem

One of the most unusual enterprises in the United States is operated by Hydroponics, Inc. of Indianapolis, Ind. It makes what it calls "the biggest little farm in the world."

Actually the company makes and exports equipment for growing soil-less grass. The name Hydroponics comes from the Greek for water cultivation.

In an area the size of an average living room, a hydroponic farm can provide the proper amount of green "salad" for livestock, domestic or zoo animals the year round.

With only seed, water, proper artificial light and nutrients, an area 12 by 21 by 8 feet can produce in stacked trays the desired daily grass feeding for 40 to 50 dairy cows, 75 to 100 feeder steers or 75 horses.

### The inventor

L. B. "Bob" Kyle, Texan inventor turned Hoosier producer is founder, president and chairman of the board of Hydroponics, Inc.

He holds a dozen patents on such diverse products as power saws, bulldozer blades—and a barbecue branding iron for marking the degree of doneness on cookout steaks.

Little more than ten years ago, believing that land was becoming too valuable for pasture, Kyle went all-out to produce green feed under controlled conditions.

About seven years ago Hydroponics, Inc. became a reality.

HYDROPONICS UNIT on air freight liner to Spain where arid land has long been agricultural problem.

L. B. Kyle, president of Hydroponics, Inc., says his company is the first to combine an old idea of soil-less cultivation with modern methods of controlling heat, light, temperature, aeration, humidity and other growing conditions to an exact degree. In seven years he has developed domestic and overseas markets for his unique product.

Hydroponic multi-tiered grass farms depend on fluorescent tubes for light and heat and simulated daylight 24 hours a day.

A grain hopper is at one end of the unit and inside are the growing-trays connected to a series of pipes which feed the water and plant nutrient to the grain. When the unit is installed, the first tier of six baskets is seeded. Each day another tier is seeded and by the sixth day the first tier is ready to be harvested.

A tiered arrangement contains 2,016 cubic feet and can produce as much as 180 tons of green feed a year at less than one man-hour of work per day.

### Six in seven

The National Zoo in Washington, D.C., uses a Hydroponic unit to grow green grass for year-round animal feeding. The fresh, tender young grass grows up to six inches in seven days and provides nutrition the animals cannot obtain any other way.

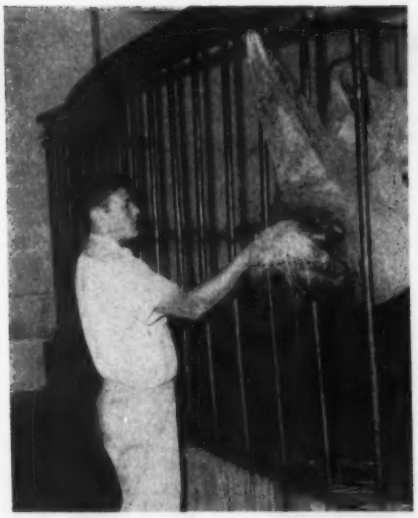
The Navy is interested in hydroponics for submarines. Fresh greens grown aboard submarines could be an important dietary supplement as well as a psychological boost for the crew. Growing things help relieve claustrophobic symptoms, psychologists say.

In land-scarce England a Hydroponic unit is producing grass for feeding valuable racing horses.

### Never so good

The London Press wrote, "The snow is knee deep all over the pastureland at the Parsons farm, just east of London, but the 30 horse stable of standard bred horses who winter there never had it so good." A photo accompanying the story shows the pride of the stable being fed fresh oats, grown on a Hydroponics unit.

Some see the process as a possible answer to Britain's land shortage.



H. "Sonny" Stroman, senior animal keeper at the National Zoo feeds hydroponics grass to a rhino.

The London Daily Sketch predicted, "During the next 20 years, farms may be built in skyscrapers close to city shops and markets . . .

On a larger scale, Kyle sees the use of his units as an answer to the growing world food problem. More nutritious and cheaper livestock feed results in a better product for human consumption. In this area, scientific tests on meat and eggs from animals and poultry fed the grasses are being conducted at Purdue University, Lafayette, Ind., and are proving very encouraging.

### Vegetables for humans

Until now, Hydroponics has only produced livestock feed. Kyle announces that within the next year, units for growing tomatoes, lettuce and parsley for human consumption will be manufactured.

Kyle is also working on a proposal to assist underdeveloped countries. He would like to simulate the conditions of a particular country, including the animals and feed, in a laboratory and invite students of the country to experiment with nutritious supplements to native feed, hydroponically.

Hydroponics units are being manufactured in Canada, Spain and Australia. Negotiations for agents are under way in Germany, Mexico, Kuwait, Pakistan and Israel. Dollar-volume of sales over the next five years is estimated to be one half-million dollars.

By applying aggressive marketing skills to an unusual product, this manufacturer offers the prospect of skyscraper farms to produce abundant food for everyone.

# They built novel export business out of what others threw away

## Two million empty whiskey barrels per year transformed into valuable export item for New York corporation

The year is 1937. A law is passed in the United States Congress that compels whiskey distillers to age their product in new white oak barrels. Re-use of the barrels after the aging process is forbidden.

By 1941 the country is bulging with used oak barrels. The two million empties a year become a glut on the market. Distilleries begin paying twenty-five cents a barrel to have them carted away.

After World War II, Universal Container Corp. of Valley Stream, New York, manufacturer of steel drums, becomes aware of the barrel problem. Company president Louis Maslow and brother Harold begin investigating possible overseas uses for barrels.

They learn that the United Kingdom does not require Scotch whiskey distillers to age whiskey in new barrels. Scotch distillers had been using Spanish sherry butts but after the Second World War the price of butts became prohibitive. The Scotch whiskey industry becomes the number one customer for used American barrels.

Today American bourbon distillers are getting $8-$12 for empty barrels. Scotland imports 800,000 used barrels from the U.S. each year.

The Maslows have uncovered other buyers. Africa formerly imported rough white oak timber for various uses. After World War II the price of new timber shot up. Africa now is another prime area for the sale of recooperaged whiskey barrels.

Nickel smelters in Sudbury, Canada had a persistent problem of packaging shots or pellets of nickel. After introduction by the Maslows, the smelter hit upon the idea of packaging in used whiskey barrels. The smelter now purchases 150,000 barrels per year.

### Instant orange blossoms?

Israel had been looking for an inexpensive means of packaging orange juice. After several trips and several samples, Harold Maslow convinced processors that the whiskey would not affect the taste of the orange juice. That country is now an important purchaser of barrels.

Harold Maslow is head of the whiskey barrel division of Universal Container Corp. He has seen his division grow until today it does 75 percent of the barrel export business.

Maslow readily admits that exporting keeps him jumping.

He has traveled over three-quarters of the globe, become fluent in French and Spanish, and formed several definite ideas about selling overseas.

### Prefers company man

He is particularly emphatic on the subject of agents. Maslow says that the desirability of overseas agents has been overstressed. "I would prefer to train young company men and send them as our representatives overseas. Customers like it better and it certainly works better for us."

Maslow has compliments for the Department of Commerce. "When I come to a country, my first stop is always the U.S. Commercial Attache. Those boys really know. I can't tell you how many times they have given me important information."

Another Commerce aid is trade lists which Universal uses frequently. "U.S. Bureau of Census Export Statistics are also very helpful," says Maslow. "Every month I look at the figures to see what portion of the market we have missed. Then I set my sights on that."

Coming from a man who built an export business on what others threw away, that may be a good example to follow

### Summary on Kuwait

A new economic summary prepared by the American Embassy in Kuwait, covering economic and commercial developments during the 1964/1965 fiscal year, is now available on loan.

**Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

FREE PORT ENTRANCE, Monrovia, Liberia, is gateway for flow of U.S. imports spurred by engineering, architectural, management consulting work of Stanley Co.

ENGINEER-CITIZENS

# World clients get 'extras'

## Quality items made 'only in America' sell widely under consultants' influence

By STANLEY LICHTENSTEIN
*Staff Writer*

It's a jealous lot they have working for the Stanley Engineering Co. of Muscatine, Iowa. They're jealous of their reputation.

Naturally, rewards and honors come their way, including—early this year—the President's "E"-for-export-excellence citation, occasioned by the fact that an estimated $25 million worth of U.S. goods and services had been provided overseas as a result of consulting engineering and architectural work performed by Stanley.

The firm's president, C. Maxwell Stanley, is the pace-setting author of "The Consulting Engineer" (John Wiley & Sons, 1961) and other works on the standards of his profession and the responsibilities of engineers to mankind. Under his leadership the Iowa-based company dedicates itself to the proposition that machines are made for people.

### Preacher

It is characteristic of Max Stanley that in accepting the 1965 award of the National Society of Professional Engineers (NSPE), he delivered an address—some might call it a sermon—entitled "Professional Service Plus."

Warming to his theme at the NSPE's July 3 annual meeting in Albuquerque, N.M., Stanley said:

". . . I surmise that the award recognizes in part certain of my activities not normally associated with the professional engineer. I am happy that NSPE considers them to be significant to our profession. We engineers too often neglect our duties as citizens and leaders in this dynamic world we have helped fashion. . . .

"There are many problems in the wake of technological progress which cry out for solution. These problems are not so much technical as they are human, social and economic. They concern people and the institutions of people—not machines. . . .

"We will not become fully responsible engineer-citizens until we modify ingrown viewpoints. Let us subject our current attitude to the same critical examination we apply to a technical problem. . . . Let us consider the broader contribution we may make to society. . . . Thus we will earn a true professional stature."

Good work and good works—techno-

logical achievement and human betterment—are opposite sides of the same coin as the Stanley Co. applies its engineer-citizen approach to common problems in far-removed places. Socially conscious and obsessed with excellence, hard-working Stanley staffers build up an almost familial relationship with people in a growing number of countries.

Liberia, where the company began its direct international operations in 1956, abounds in examples of this kind of relationship. Item: A Stanley Co. vice president, H. Peter Guttmann, acted as godfather to the latest child of the Liberian Embassy's minister-counselor in Washington. Item: A Stanley-trained Liberian worker, called "Cigarette Joe" by everybody, formally adopted the name Joseph Williams in honor of his mentor with the firm. Item: Four Stanley Co. officials have been decorated for their services by the Republic of Liberia.

Studies and projects directed by the firm for Liberia run the gamut from wooden shoe trees to Executive Mansion design to the current 100,000-kw. Mt. Coffee hydroelectric development project, planned as the culmination of basic work for over-all electrification of the country.

## Ready for anything

With a worldwide force of more than 300, Stanley Engineers-Architects—consisting of the Muscatine, Ia., parent company and Chicago and Cleveland branches, plus Stanley Engineering Co. of Africa and Stanley Engineering (Nigeria) Ltd.—provide anything from brief consultations to complete engineering, architectural and management work on mammoth projects. Staffers survey, study, investigate and report on possible ventures, design and prepare plans and specifications, give financial counsel, arrange equipment purchase and inspection of construction, handle preliminary operation of new projects and serve as industrial managers.

Better living standards for Africa and Latin America are dramatically dependent on such services, calculated—in the words of the Stanley brochure—"to harness rivers for power, irrigation and transportation; to design schools, hospitals and other buildings that will train, house and care for the peoples of emerging nations; to design and manage the industrial plants for processing mineral and agricultural resources."

## Glimpses into future

Glimpses of the African potential were presented by Stanley in a series of feasibility studies for the Rockefeller Brothers Fund, covering cement, nails, metal fasteners and machine shop, and concrete masonry for Nigeria, plastics and wooden shoe trees for Liberia.

Across the South Atlantic in Latin America, the firm is working at rarified atmospheric heights on design and construction of Bolivia's 13,000-ft.-high road which is, with AID (Agency for International Development) backing, to join El Alto Airport with the capital city of La Paz. Another AID-backed project being carried out by Stanley is the design and construction of a complete new Bolivian customs house system and warehousing center. In Peru, as in Costa Rica, the Iowa firm's assignment is to straighten out turbine installation difficulties facing government agencies, and in Ecuador, to consult on management of pioneer rural electrification work for the Instituto Ecuatoriano de Electrificacion, Quito.

## Termites over-rated

African termites were robbed of their terrors—at least, so far as electric line poles are concerned—by a Stanley study which showed that properly treated American yellow pine or Douglas fir would stand up in the tropics against termites and rot. Result: Liberia now uses wooden poles imported from the southern part of the United States, in-

**HARDHAT CREWS, U.S.-trained through special courses, industry visits such as one to Union Electric plant (r.), apply skills in African homeland (below).**

LIBERIAN TRAINEE works at drawing board with Davenport Area Technical School drafting instructor.

stead of relying exclusively—as in the past—on concrete or steel poles. An interesting development, this, in a country like Liberia, which has lots of wood of its own. Neighboring Guinea, too, is showing interest in U.S. sources of supply for the poles.

That U.S.-style mercury vapor lamps and electrical standards (12,500 volts, 60-cycle) now prevail as street lighting systems are extended in West Africa is attributable to spadework done by the Iowa consulting firm. Similarly, Stanley specifications for American-type sewage treatment equipment have spurred sales to Nigeria by U.S. suppliers competing in a traditionally British stronghold.

This global-scale winning of friends and influencing of people through the company's consulting operations may be dated roughly from 1956, although before that there was a certain amount of it as the Stanley firm served as consultants to other American firms in Mexico, Africa and elsewhere.

## Beginnings

The widespread need for varied consultant services overseas was strongly impressed on Stanley executives as they worked in Liberia with Republic Steel in 1956. Accordingly, they hung out their shingle in Monrovia, Liberia's capital.

They began modestly with design work on what one of them wryly calls "little gas stations." It didn't take long for Stanley Engineering Co. of Africa to blossom out.

In the field of electrification, Monrovia had only a few diesel installations in questionable working order. A public utilities authority was set up, run by the firm for the government for some time. Export-Import financing for the hydroelectric system's powerhouse was secured.

Africans who will help man the Mt. Coffee power plant on Liberia's St. Paul River are becoming personally familiar not only with Stanley Co. blueprints and specifications, but also with winters in Iowa, tornadoes in Colorado, and audiences in churches, TV studios, hotel lobbies and living rooms of homes in towns like Davenport, Ia., and Loveland, Colo.

## Hardships, pleasures

Enthusiasm for such things as American-style welding is tempered by a distinct frigidity towards cold weather among 16 Liberians, all under 30 years of age, who were selected on the basis of competitive examination for training in the United States—at such places as the Davenport (Iowa) Technical School and the Flatiron, Pole Hill and Big Thompson plants of the Bureau of Reclamation in Colorado—as part of a Stanley-sponsored educational program.

"Your winter," one of them told a *Des Moines Register and Tribune* reporter during a spring thaw in Davenport, "was not rather cold, it was terribly cold." Nevertheless, he conceded that the rigors of climate were offset by valuable training received in metal-working, welding, mechanical drawing, mathematics and English—not to mention the pleasures of introducing Americans to authentic bongo-drum technique in hotel-lobby jam sessions, and being entertained in turn by the hospitable residents of the area.

Three of the Liberian group who were on duty at the Bureau of Reclamation's Flatiron power plant one day in June returned to Loveland, Colo., unaware that the turbulence through which they passed represented their first sight of a tornado in its spawning grounds. At the Flatiron facility they had been studying a prototype of the two 32,000-kw. generators which will start off the Mt. Coffee plant, ultimately to reach 100,000-kw. capacity and serve as Liberia's first hydraulic installation. At the Bureau of Reclamation's Pole Hill and Big Thompson plants, the Liberian worker-students were learning, in addition, about remote-operated units.

Their classroom-supplied grounding in technical operations supplemented by organized visits to equipment-manufacturing plants and direct observation of assembly and testing of materials, this and other groups from abroad are being prepared under the Stanley Co. program to function upon their return home in roles ranging from linemen and diesel operators to managers and accountants.

## Towards 50%

The Iowa firm's well-rounded international program has come to account for considerably more than 25% of the company's business and sights are currently being set on 50% or better. Domestic and international volumes have risen together, Stanley executives note with as much satisfaction as such perfectionists can muster.

Through the Monrovia and Lagos branches and task-force operations in Latin America, prospects for new business are rising—and new business for the Stanley Co. means new business for American exporters. As a group, U.S. consulting engineering firms like the Iowa organization in 1963 worked on overseas projects totalling $2.5 billion in cost and earning $167.8 million—projects which generated almost $400 million in U.S. exports.

The leaders who have brought this about are knowledgeable folk, and one of the most important truths in their arsenal is briefly noted in the opening pages of the *Engineers' Overseas Handbook*, recently published by the Business and Defense Services Administration of the Department of Commerce:

"United States consulting engineers should remember that they are always guests of the country in which they are negotiating or working and, at the same time, represent the United States in the eyes of their hosts."

# Eager Irish catering equipment market meets indifference from U.S.

## Survey finds strong interest in U.S. goods is not being exploited; Embassy gives pointers on how to increase share of Irish imports

The U.S. share of Ireland's rapidly expanding market for catering equipment could be expanded with little difficulty if American firms took an active interest in reaching Irish dealers and caterers. A survey by the U.S. Embassy in Dublin found widespread enthusiasm for U.S. equipment among Irish dealers, but little indication of interest by U.S. manufacturers.

The Irish import market for catering equipment is valued at approximately $2¼ million. In the next five years this figure is expected to rise to almost $4.2 million per annum.

The Embassy reports the following prospects for American catering equipment exports to Ireland:

- Best immediate prospects: short-order and steaming equipment, where U.S. products outclass the field.
- Good immediate prospects: ranges, high speed cookers, waterboilers, stockpots, convection and microwave ovens, automatic ice cube makers, dish and plate dispensers; deep fat fryers, barbecue machines, dishwashers, toasters and labor-saving devices.
- Future market: can and bottle crushers, defrosters, waste-disposal units, automatic room service equipment.
- Good present market in general, but U.S. product considered too expensive: mixers, potato peelers, tenderizers, meat saws, food cutters, dicers, electric can openers and revolving ovens.

Attempts to cultivate this market should not be made through sales organizations based in Britain, but through independent Irish operations.

Emphasis must be on quality since British and Continental suppliers can sell on the Irish market more cheaply.

Informed dealers and caterers generally agree that, as far as design is concerned, there is nothing to touch American equipment.

However, most equipment dealers have never met representatives of an American firm, while others have difficulties even in receiving replies to enquiries or requests for catalogs.

The firms interviewed in the survey showed considerable interest in American equipment and would like, not only to be informed of developments in the U.S. through catalogs and similar materials, but also to have representatives call on them.

Distribution in Ireland is effected through two different channels—the utility companies, who are primarily interested in selling a fuel, and the independent catering equipment companies.

Brand name development is very important in Ireland, since so much buying is based on proven performance. It is the agent generally who develops the brand name, not through choice, but because manufacturers are generally unwilling to do so.

The "Hotel Catering and Tourist Promotion Exhibition" which is held every two years in Dublin includes not only displays of catering equipment, but also foodstuffs and beverages. It is very often the only opportunity the dealer or manufacturer has to reach the catering industry as a whole. This is a small exhibition by U.S. standards, but it reaches the entire catering business.

The next Dublin exhibition is scheduled for January or February, 1967, and the organizers are Irish Exhibitions Limited, 52 Fitzwilliam Square, Dublin 2.

Equipment not produced in Ireland is generally admitted free of customs duty. However, the Irish tariff (which now conforms to the Brussels nomenclature) protects a limited number of items produced locally.

Under the Anglo-Irish Trade Agreement, absolute duty-free status can only be accorded to goods of British, Canadian, or Commonwealth origin. Goods from other countries—including the U.S. —are subject to a minimum duty of 10%, unless the importer can show that the goods in fact are not available from the above sources at the time required.

Many Irish importers consider American commercial credit terms inadequate and antiquated. British and Continental firms usually offer a 90 day Bill basis, whereas the majority of American companies demand immediate payment or payment on sight.

Difficulty in obtaining spare parts is perhaps the greatest single obstacle to increasing U.S. sales in Ireland. Spare parts for American equipment, even if air shipped, take a week or 10 days to arrive, while by surface it often takes up to three months.

The Embassy's recommendations (not necessarily confined to the catering equipment industry) for increasing the U.S. share of the Irish market included:

- Direct Exports—Representation and publicity; dealers must be contacted on a more widespread basis and informed as to what the U.S. can offer, with a view to getting local distributors. Although catalogs are important tools they are not sufficient on their own. Visits should be made and direct representation obtained in Ireland. American equipment must be exhibited locally for inspection by prospective buyers. For this reason, American manufacturers should consider consigning equipment on a "sale or return basis".
- Spare parts: Spares must be stocked where they are readily available. Storage in Britain is no solution, since they would be subject to duty on entry there.

A solution to the spares problem, not only in Ireland but also in Britain and Europe, might be found in the warehousing facilities available at the Shannon Airport customs-free zone.

American firms could establish their own warehouse facilities at Shannon or use warehousing firms already established which will forward specific orders to customers. Shipment can be made by surface to Shannon via the port of Dublin. Occasional use can also be made of the nearer port of Limerick.

- Licenses and subsidiaries in third countries: There are no obstacles to sales by U.S. subsidiaries or licensees in third countries. This sales procedure has already been adopted successfully by many U.S. companies. It has the dual advantage of lower freight rates and usually of a lower ex-factory price, thus making the equipment more competitive on the Irish market. A third advantage is found when the equipment in question is manufactured in the United Kingdom, since it can be imported at a preferential rate if it is dutiable.
- Local output: Manufacturing in Ireland for sales in both the British and Irish markets (and possibly the Continent as well) may be considered desirable by some American exporters. Irish manufactured goods are generally imported into Britain duty-free, although the October 1964 import levy affected Irish goods as well as those from other countries. In addition, the Irish Government is promoting direct foreign investment in manufacturing subsidiaries in Ireland and it offers tax concession, cash grants and loans to firms producing for export.

# Industrial, agricultural mission to visit Iran next April to spur sales of U.S. goods, services

## Country's 5½-year economic development program expected to require more imports; need for new industries seen

An Industrial and Agricultural Development Mission to Iran—the second U.S. Trade Mission to that country—has been scheduled by the Bureau of International Commerce for April 2-23 next year.

The Mission, to be composed of five U.S. businessmen with extensive backgrounds in selected fields of experience, will be accompanied by two officials of the Department of Commerce. One will serve as Mission Director, the other as Trade Development Officer.

Excellent prospects of steadily increasing petroleum revenues—estimates have been as high as $1 billion annually by 1970—have motivated the Iranian Government to undertake an ambitious economic development program. The 5½ year plan, budgeted at $2.667 billion, will require importation of a host of goods and services.

### New industries needed

Iran's oil industry produces an annual flow of more than $500 million in foreign exchange. Iran realizes, however, that it cannot rely solely upon its oil to expand its economy. New industries are needed to create employment for the urban labor force, and to generate economic growth in other areas of the country.

Government planners believe there must be massive investment in industry and agriculture in the next 30 years. The country invites foreign private capital investment and technical and managerial know-how and is especially interested in joint venture or licensing arrangement with Iranian partners.

A Business Information Center will be established in Tehran. Here local businessmen can consult with members of the Mission concerning mission specialties or business proposals offered by U.S. firms, or to present business offers of their own. Meetings will be programmed with trade associations, chambers of commerce, federations of manufacturers and Government officials.

Plant visits will be arranged for discussion with company management of plans for expansion, retooling and modernization. The Mission also will visit other cities in Iran.

Composition of the Mission has been determined after personal consultation with the economic and commercial offices of the U.S. Embassy in Tehran as well as with industry organizations. The Mission will be comprised of members selected from the following areas of specialization:

**Food processing and packaging.** Should be knowledgeable of methods used in canning, freezing and dehydration of fruit, vegetables and fish; drying procedures, especially dates and raisins; freezing of poultry and lamb. Able to identify U.S. sources of machinery utilized in processing and packaging these foodstuffs. Knowledge of machinery employed to shell and package almonds, walnuts, filberts and pistachios desirable.

**Agricultural machinery.** Knowledgeable in widest possible range of agricultural machinery and equipment, including tractors and combines, together with U.S. sources and competitive advantages of American machinery and equipment. Knowledge of U.S. sugar beet extracting and refinery machinery helpful.

**General industrial machinery.** Should have a broad knowledge of wide range of general industrial machinery and equipment, including textile and packaging machinery if possible. Must know competitive advantages and sources of U.S. machinery and equipment.

**Machine tools and light metalworking machinery.** Knowledgeable in methods and operation of general machine tool and metalworking machinery used in light industry. At present, virtually no capacity exists for manufacture of machine tools such as radial drilling, milling and grinding tools. Able to identify U.S. sources of supply.

OVER ASSADABAD PASS in Iran stretches a new highway built with assistance of World Bank loan.

## Market profile—Iran

**Area:** About 628,000 square miles. Dominant feature is a great central plateau, bounded on all but east and southeast by mountainous areas.

**Population:** Estimated at 22.5 million, increasing 2.5% annually; 69% is rural.

**Principal cities:** Capital is Tehran with population of 2,317,000. Major provincial cities are Tabriz, Isfahan, Meshed and Abadan.

**Currency:** Rial, equal to US $0.013.

**Gross national product:** Estimated at $4 billion or about $180 per capita. Agriculture accounts for 30% of GNP.

**Principal manufacturing industries:** Apart from petroleum, industrial development is still at an early stage. Major industries are cotton and wool textiles, flour milling, sugar refining, building materials and tires and tubes. Assembly plants have been established for vehicles and some consumer durables.

**Mining:** Petroleum most important natural resource. Over 600 million barrels produced in 1964; production increasing. Other major proven mineral resources, bituminous coal and iron ore.

**Foreign trade:** 1964 exports valued at $1.254 billion of which $1.110 billion worth is petroleum. Major markets for nonpetroleum exports: USSR; United States; Germany; U.K. Major exports: petroleum, carpets, raw cotton, dried fruits & nuts.

1964 imports valued at $673 million. Major suppliers: Germany, 19.6%; U.S., 17.1%; U.K., 14.4%. Major imports: machinery, iron & steel, chemicals and drugs.

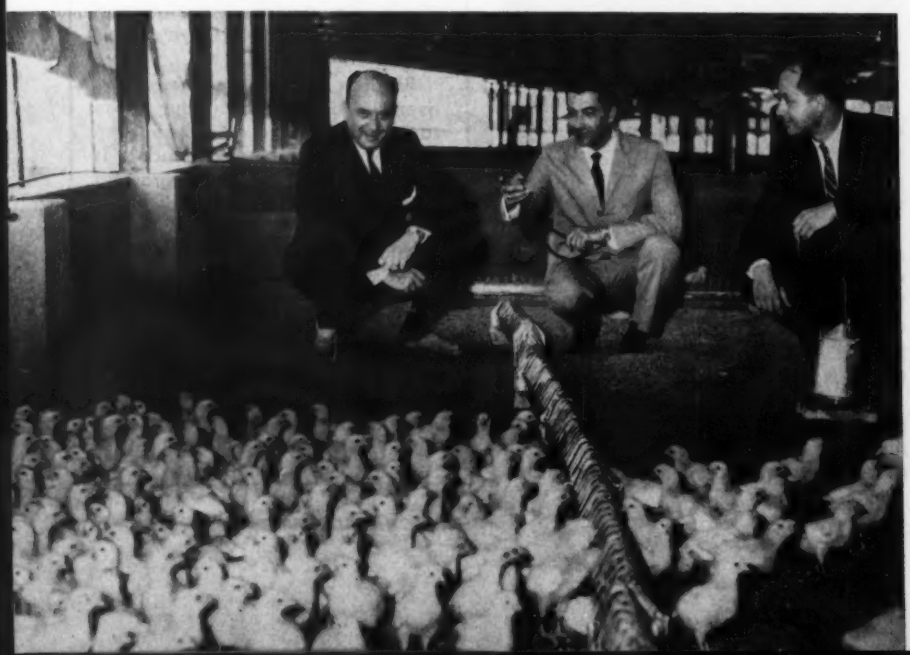
**Gold and foreign exchange reserves:** July 1965, $358 million.

**Roadbuilding and heavy construction machinery and equipment.** Broad general knowledge of machinery for industrial construction, land clearance and roadbuilding—that is, derricks, hoists, power shovels, conveyors, pneumatic tools, transport and earth-moving equipment. Must be familiar with U.S. market sources and latest types of machinery and equipment available. Knowledge of machinery and equipment used in mining, oil fields, water well drilling and irrigation helpful.

One or more of the Mission members must be knowledgeable in joint ventures.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability. **Write:** Bureau of International Commerce, BIC 8210, U.S. Department of Commerce, Washington, D.C., 20230 or any of the 42 Commerce Department Field Offices.

FIRST CROP of chicks at New Iran-America Co. is examined by U.S. AID official (l.) and firm officers.



# U.S. firms invited to submit proposals for Iran businessmen

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, and those interested in entering into other business arrangements are invited to submit their proposals to the Director of the U.S. Industrial and Agricultural Development Mission to Iran.

Proposals should be received in Washington by February 15, 1966.

Business proposals will be printed in summary form, without identification or address, in booklets which will be distributed throughout Iran before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal.

U.S. firms will be provided with the names of foreign companies expressing definite interest in the proposals, in order that follow up action may be taken.

### How to submit offer

To submit a business proposal, firms are requested to answer the questions below and send two copies with their proposals to the Director of the U.S. Trade Mission to Iran, BIC-8210, U.S. Department of Commerce, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Missions Division will not seek a substitute for an established agent.
- Are you interested in a joint venture? In licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by descriptive information such as brochures, pictures, pricelists (c.i.f. if possi-

VISITORS WATCH bottle sterilization in a newly established milk, dairy products plant in Iran.

ble), and catalogs. This material should not exceed 50 single sheets.

If you are representing several firms, submit a separate proposal for each client —for each country—with each specified by name and product or service. A summary, in 35 words or less, of each proposal must be submitted for inclusion in the booklet to be distributed throughout the country.

### Accompanying items

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form 1A-57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

### PUBLICATION ON IRAN FOR SALE

Several publications on Iran have been issued by the Department of Commerce in its Overseas Business Reports series, for sale at 15 cents each. Among the most recent titles are: *Selling in Iran,* OBR 64-86, 8 pp., and *Market Factors in Iran,* OBR 63-152.

**Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

# Eight-man mission in Europe to promote U.S. plywood sales

## Industry-organized trade group to spur use in concrete forming

Members of the American Plywood Association met businessmen in Copenhagen Sept. 13 on the first leg of a mission to build sales in Denmark, Germany and the Netherlands for U.S. plywood manufacturers.

The eight-man team of the Tacoma, Wash., association will emphasize the use of plywood in concrete forming, a construction technique creating the largest potential market for structural plywood in Europe.

The industry-organized trade mission approved by the Department of Commerce also will explain the advantages of the U.S. product in special siding and components, and will discuss packaging, pricing and special customer requirements.

The Department's Bureau of International Commerce (BIC) assisted in planning the 12-day trip and in arranging for the mission to meet agents, importers and distributors in Copenhagen, Hamburg and Amsterdam. Mission members pay their own expenses.

### Members

Named to the group are H. W. McClary, vice president, Simpson Timber Co., and manager of Simpson International, Shelton, Wash.; Lowell E. Patton, manager, Oregon Lumber Export Co., Portland, Ore.; Monroe W. Pollack, vice president of sales, U.S. Plywood Corp., New York City, and William H. Schlauch, export manager, Georgia-Pacific, Portland, Ore.

Also, the following members of the Plywood Association's professional staff: Arthur H. Jones, director, market research and economic services division and manager of Plywood-International; Joseph L. Leitzinger, manager, publications and exhibits department, information services division, and Bert Fellows and Hans Gedrath, European representatives who have been in Germany since March 1964 promoting American plywood.

The American Plywood Association represents almost 90% of U.S. manufacturers of structural plywood. Its earlier trade missions were to Japan in July 1964 and April 1965. Those trips confirmed "an excellent opportunity for the structural plywood industry" in Japan, the Association reported.

### Libyan market report

A market profile on the city of Derna, Libya, describing the present level of Derna's economic development and the prospects for American trade in the Derna area, has been received from the U.S. Embassy at Baida.

Derna, situated on the Mediterranean Coast with a population of close to 30,000, is Libya's third largest city.

Because of the upsurge in the over-all Libyan economy due to the rapidly developing oil industry, the outlook for the Derna market is bright. In a climate of growing prosperity, the greatest opportunity for U.S. sales appears to lie in the development of a selective consumer demand for high quality American products.

The report is available on a loan basis through the field offices of the Department of Commerce or directly from the Africa Division of the Bureau of International Commerce.

INVENTORS ORGANIZE

# Room full of mouse traps

## Coliseum hosts first international inventors exhibition; licenses and sales high

"One idea can change your future" read the sign on the New York Coliseum's marquee through which passed 29,263 visitors to the first International Inventors and New Products Exhibition, September 9-12.

Inside the Coliseum were the inventions and dreams of 583 exhibitors including 45 from 12 countries outside the United States.

William Kyryluk, Edmonton, Alberta, Canada, displayed a solar motor that converted energy from the sun.

Charles Brady, from London, England, brought an automatic cigarette extinguisher.

Also on display were a submarine that flies, an infrared iron, an automatic hypodermic needle for mass inoculations, a pocket-size fishing rod (inventor age 6).

The idea of the show was the invention of Roger S. Shashoua, president of the International Institute of Patented Products, Ltd. Shashoua felt a new approach was necessary to inform businessmen of all nations of the availability of new products.

### SBA helps

He presented his idea to the Small Business Administration as America's answer to the Brussels Fair. SBA helped with mailing and planning and publicity.

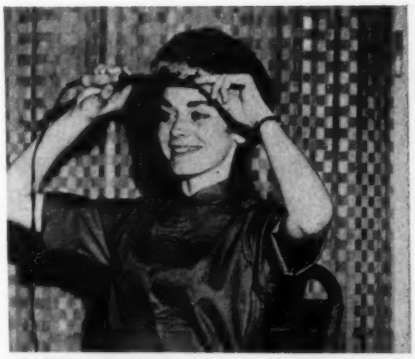
The exhibition was offered as a valuable means of exposure for inventors and as a means of gaining licensees or financial backers for new products.

The response to Shashoua's idea proves him right. So many people applied for this year's exhibition that 132 exhibitors had to be turned away.

During the four-day show, well over $2 million in sales were made; 27 licensing arrangements were completed on the floor; 72 percent of the participants were negotiating for agents. A spontaneous International Inventors Association was formed and in two days 318 people became members.

American inventors found distributors in Puerto Rico, Canada, Brazil, France, and England.

Plans are already under way for the Second International Inventors and New Products Exhibition to be held next September in New York, with the number of participants expected to quadruple and the number of foreign participants expected to double.



THREE SHOW-STOPPERS—top, electric curler; middle, star-gazer and satellite tracer; bottom, protective railing for children—at current exhibition.

### From other lands

This year's inventors from overseas brought with them a lively display of equipment ranging from sophisticated electronic products to household gadgets.

Twenty exhibitors came from England bringing electronics, building materials, and automotive equipment. Cambridge Consultants of London won a first place merit award for a pushbutton telephone. Methods & Fixtures, Ltd., of London brought and sold out five complete product lines of games and education training aids.

A very popular invention from Russia was the electronic sleeping device using electrodes for healing. As a result of exposure in the show the Russian invention is now being tested in American hospitals.

The Italian Inventor's Association staffed their own display including automotive materials, food products and plastic tubes. The Italians were also recipients of a meritorious award for their plastic tubing.

From "La Belle France" an inventor won an award for his electronic glass bell. Also from France, the Bureau Interia won first prize in the furniture category for a convertible desk. The desk converted from a writing top to a drafting board to a filing system to a bar and finally to a wall unit. It will soon be manufactured in this country, following a licensing arrangement concluded at the show.

Germany's representative brought the first horizontal motion toothbrush. From Finland came an outboard motor; from South Africa came photographic equipment; from Sweden came two fiberglass boats.

Mr. J. J. Cowley, a consulting engineer from Toronto, Canada, developed a high efficiency water distillation process which enables the conversion of salt or unclean water with significant reduction of distillation costs.

## International Trade Winds

CIGARETTES—Nine billion cigarettes a year will be produced in a new plant at Sintanjin, Korea. The plant, one of the projects under Korea's Five-Year Economic Development Plan, was designed and equipped by American Machine and Foundry Co.'s World Tobacco Group.

ELECTRIC POWER—IGE Export Division of General Electric has supplied two gas turbine package power plants and related equipment valued at $2.5 million to the Tehran Electric Authority, Tehran, Iran. The new plants will increase by 50% the capacity of Iran's largest power generating station.

POLYETHYLENE—Empresa Colombina de Petroleos (ECOPETROL) and Dow Chemical International, Midland, Michigan, have concluded a formal agreement to form a joint company which will construct Colombia's first polyethylene plant. The plant will be located in Barrancabermeja, and will have a nominal capacity of 10,000 metric tons of low density polyethylene.

OXYGEN EQUIPMENT—Scott Aviation Corp. has formed a new export division in Lancaster, New York. Initially, the division will be responsible for servicing and expanding Scott's foreign distribution network for oxygen breathing equipment for commercial, civil and military aviation and for fire-fighting and industrial safety.

STEEL—Titan Industrial Corp., New York, has established a branch office in Brussels, Belgium, a major steel trading center and the headquarters of the European Common Market. Titan now has branches in London, Madrid, Milan, Sao Paulo, Tokyo and Trieste. In 1964, the firm's international sales totaled over $100 million.

GAS—Pan American Petroleum Corp. announces it has signed a contract with Trans-Canada Pipe Lines Ltd. for a long-term sale of gas from its Marten Hills field, north of Edmonton. Delivery is scheduled to begin in November 1968 at 120 million cubic feet daily and will reach 180 million daily by November 1969.

Desal Ltd. is now proceeding with commercial development; the First International Inventors & New Products Exhibition providing the stepping-stone.

Venezuela introduced the first pistonless motor; Switzerland brought new consumer items: pop-up egg-timers and antibiotics. A Czech inventor startled visitors to his booth with his contact lenses guaranteed to fit every eyeball and change the color. As a display gimmick a model greeted visitors with smiling red eyes.

An American from Bronx, N.Y., won the award as "inventor of the year." Robert D. Smith holds 143 patents, 50 overseas patents, claims he derives his impetus from his father who was an inventor before him.

How does the inventor's inventor stand now? Shashoua says he had an idea—it changed not only his future but that of more than 500 other inventors. He is now looking ahead to a bigger and better mouse trap—er . . . inventor's exhibition —next year.

# Executives to teach world trade courses

Chicago executives who deal regularly with the intricacies of international commerce will serve as faculty this fall for evening courses in foreign trade at Roosevelt University.

Paul I. Feltenstein, president, World Export Service, is course chairman. Gershon J. Feigon, president Central Seaway Corp.; Ernest P. Wolff, assistant manager, international department, American National Bank and Trust; and Theodore N. Yelich, manager of international affairs, Thomas H. Miner and Associates, are other instructors.

Classes in foreign trade finance, import and export practices, management of foreign business and a survey of selected foreign markets begin September 20 and will meet weekly.

**Write:** Office of Admissions, Roosevelt Univ., 430 S. Michigan Ave., Chicago.

# EEC sets policy on food additives

The European Communities, in a *Newsletter on the Common Agricultural Policy,* have published a statement setting forth the principles and aims of the European Economic Community Commission on additives used in foods for human consumption.

Several guidelines as a basis for the formulation of a future directive are mentioned.

As between several essentially interchangeable compounds, the additives to be adopted are those which also have some nutritional value or whose effects are otherwise beneficial.

No additives at all should be tolerated, if technologically satisfactory production conditions for the foods in question render the use of additives superfluous.

Where technologically justified, the quantity of the additive used must be no greater than required to produce the desired effect.

In deciding on the concentration of additives to be permitted, account must be taken of the maximum daily dose tolerable over a very long period in the light of accurate toxological information.

The Commission's policy statement also prescribes that the information to be given on the packages and containers of foodstuffs with additives must be in two of the official languages of the Community, one Germanic (German or Dutch) and the other Romance (French or Italian), since it is primarily intended to facilitate the work of the official inspectors.

The statement stresses the importance of quality in foodstuffs.

## Firm offers system for fastening electrical cables

A Finnish manufacturer seeks U.S. licensees to produce and market its system for fastening electrical cables, wires and related items to walls or similar surfaces.

The system utilizes three components—bands, spring clips, and strips—all made of metal. The firm reports that the three parts may also be plastic.

For additional information, **Write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1342.

AT ZAGREB FAIR

# Tito praises U.S. pavilion

## U.S. design draws many complimentary remarks; thousands throng into display area

The weather was warm and the sky sunny as President Tito of Yugoslavia and U.S. Ambassador C. Burke Elbrick officially opened the U.S. pavilion Sept. 9 at the start of the Zagreb trade fair.

Tito and his official party remained in the U.S. exhibit for 25 minutes where he made many complimentary remarks about the design and content of the American display. At one point he stopped at the Brunswick Bowling Lanes booth and bowled one ball down the lane.

Ambassador Elbrick hosted the America Day reception the following day as 350 guests were entertained at 11 a.m. At 2 p.m. the U.S. exhibit was opened to the public.

"Public reaction," said the U.S. Consulate General in Zagreb, was "extremely favorable." Attendance on the Sept. 9 opening day was 1,200. The next day a total of 24,449 visitors came. The following day the figure rose to 36,505.

Sept. 13, the fourth day of the Zagreb fall fair, proved to be the most successful thus far. Owing partly to a bright and sunny day, thousands of visitors poured into the fairground. More than 77,000 visited the American pavilion.

### Return visit

Sunday was highlighted by a return visit to the American pavilion of Ambassador C. Burke Elbrick. Escorted by the manager of the U.S. Exhibition, Fritz Berliner, the Ambassador toured the pavilion and visited many of the exhibits once again, meeting more of the exhibitors and chatting with many.

In the meantime, the huge crowds slowly threaded their way through the American pavilion, and at almost every exhibit scores of people congregated. The most popular American exhibits at this year's fair continued to be the American home area and workshop, the music show and the bowling lanes. Especially interesting in the home area were the kitchen appliances and, in the patio of the house, an automatic electronically-controlled auto racer. This American toy, which shows one of the ways electricity is used for better living in recreation, is especially popular with the young boys. At the music show, males and females of all ages were attracted by the sounds of music coming from the electronic musical instruments and played by a lively group of Zagreb musicians under the direction of Dr. Paul Cooper, director and composer from the University of Michigan.

The bowling alley's popularity was due in large part to the automatic pin setters, pin finders and ball return, all plainly visible behind glass for the visitor to see. The presence of a professional American bowler demonstrating and instructing the game, and the highly competitive tourney in the afternoon featuring Croatian bowling teams were big crowd attractions.

Less spectacular, but most popular with younger visitors, was the lollipop machine. It sized and cut, formed, wrapped and ejected lollipops at a rate of 225 per minute. The children managed to keep the machine ejecting all day.

At press time it was announced that America's newest astronauts, L. Gordon Cooper and Charles Conrad, Jr., will include a visit to the U.S. exhibition at the International Trade Fair in Thessaloniki, Greece (Sept. 5-25) as part of their goodwill tour of six nations to explain the peaceful aspects of space explorations.

# Five heads prove better than one in helping small Iowa firms export

Eleven small Iowa farm machinery firms will be exhibiting in the El Salvador International Trade Fair in San Salvador November 5 to December 4, thanks to the combined effort of five Iowa trade development organizations.

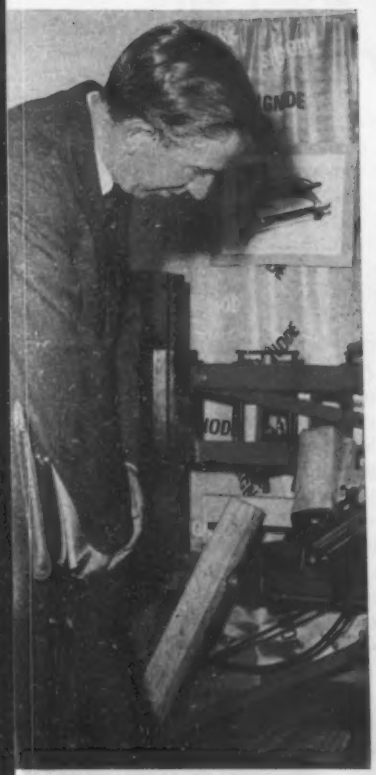
The organizations, Iowa Regional Export Expansion Council, Iowa Development Commission, Iowa Manufacturers Association, The World Trade Department of the Greater Des Moines Chamber of Commerce and the Commerce Department's Des Moines Field Office united to form The Iowa Exports Exhibit Committee (IEEC), a permanent non-profit committee to assist Iowa manufacturers in locating dealers or distributors around the world.

As their initial exhibit, the IEEC decided to sponsor a booth at the El Salvador International Trade Fair, featuring farm machinery. Iowa, with 80 farm machinery manufacturers employing 20 or more people, was uniquely suited to an export plan that would be economically feasible for small manufacturers.

In cooperation with the Department's Bureau of International Commerce, the IEEC offered to design and build the exhibit in one booth with an area of 1,000 sq. ft., to conduct a market promotion campaign, to arrange for consolidated shipment, and to provide two qualified representatives to display, demonstrate and sell merchandise on behalf of Iowa participants.

The response was immediate. Represented in the Iowa booth will be: Standard Engineering Corp., Fort Dodge; Energy Mfg. Co., Monticello; Aer-Vac, Inc., Mason City; Speedy Mfg. Co., Oelwein; Franklin Equipment Co., Monticello; Util International, Waverly; Roskamp Huller Co., Cedar Falls; Hagie Mfg. Co., Clarion; Jet Mfg. Co., Humboldt; Doerfer Engineering & Design, Cedar Falls; Rahlson Engineering & Supply Co., Waukee.

Lester Bookey, Chairman of the Iowa REEC says that the results of this pilot operation will be closely watched. "If this will prove as successful as we believe it will, we may have found a way to help small firms get in on something big."



AUTOMATIC FEED electric eyeletting machine (above) of the Edwin B. Stimson Co., Inc., attracts the obvious pleasure of Frank Keeley (center), editor of 'Assembly and Fastener Methods' magazine, and David Young, his assistant. Company representative Franklin J. Rau is shown at left. Below and left, Peter D. Pickwick, representative of Paslode Co., demonstrates Plastigrade Products, Ltd. gun nailer for W. N. Swan.

THE DISPLAY BY Dzus Fastener Co., Inc., included a new range of fasteners not previously seen in Britain and attracted much attention from visitors. Talking about the Dzus products with R. H. Davis of Dzus Fastener Europe, Ltd., above, right, is J. M. A. Patterson of the Bifurcated and Tubular Rivet Co., Ltd.

# At London Center: industrial fasteners

The exhibition of advanced industrial fasteners, which opened at the Trade Center in London Sept. 7 for a nine-day run, attracted considerable attention in all sections of British industry.

Guests at the opening reception included representatives of many of Britain's leading companies—"giants" of the aircraft and automotive industries such as British Aircraft Corp. and the Ford Motor Co., specialists in electronic and electric equipment, heavy industries such as steel and iron foundries, ship builders, and manufacturers of consumer durables with household names.

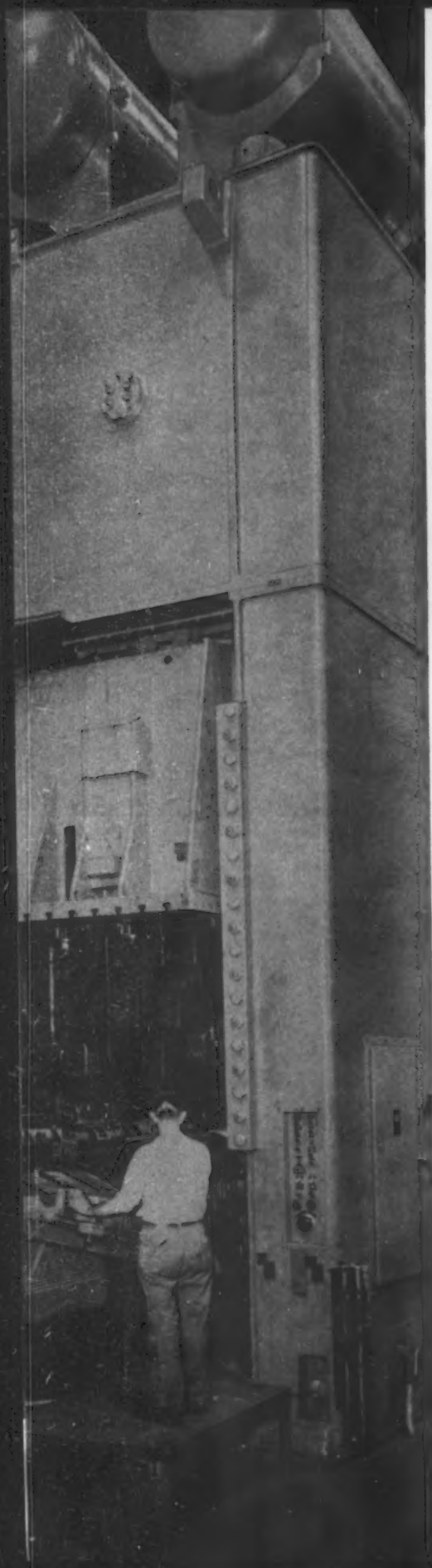
Visitors themselves commented favorably on the show and the wide variety of advanced fastening devices and application tools displayed in the various booths.

More than 40 editors of specialist publications serving various branches of industry attended a press preview of the exhibition.

AN ELECTRIC WELDER with inter-changeable plug-in heads, shown by the Sippican Corp., is demonstrated above by F. D. Beasor of Associated Electrical Industries. In photo at left, W. Wrennal, group work study officer of the F. W. Berk Co. examines rivetless plate nuts with S. G. Roberts, Bonded Structures, Ltd.

ONE OF THE busiest booths was that of the Elco Tool and Screw Corp. J. P. Kasper (below, left) and J. N. Rathe (extreme right) provide explanations.

TECHNICAL JOURNALISTS (above) hear Robert P. Merritt (extreme left), explain Hartford Special Machinery Company's flat die thread roller.



SMALL PARTS, GIGANTIC TOOLS, equipment in between will be seen at the Chicago Machine Tools Fair.

# Visitors coming from many lands to see machine tools in Chicago

A productivity team on industrial fasteners from Japan has been reprogrammed to spend four days at the show. Members of the Canadian and British tool industry are expected to attend in force, and numerous groups and individuals from all continents have arranged to attend.

Advance reports indicate several foreign airlines have offered package tours of the United States in connection with the show and foreign study teams—60 and 90 each in two instances—have been set up to visit the event.

The show they will attend is the 1965 Machine Tools Show in Chicago, which opens today.

Machine tools of every conceivable type, shape and size will be shown at the exhibition, which will run through Sept. 30 at the International Amphitheater. And just about all of them will be in operation.

This show, and the concurrent Production Engineering Show at McCormick Place, will constitute the largest industrial exhibition ever held in this country, according to the National Machine Tool Builders Association.

A total of 113 exhibitors will display more than $25 million worth of new tools, and nearly 100 numerically controlled machines will be in full operation.

The so-called "elephant machines" will not be prominent in numbers at the show, but one builder will feature a machine taller than a two-story building. Another builder will have a machine weighing 55 tons.

Numerical control, as applied to machine tools, has been called the number one development of modern times in metalworking. A whole new breed of machines and ways of cutting metal have come into being as numerical control has grown. This development has brought about extensive changes in the whole manufacturing concept and has spawned an entire new industry of its own in the controls field.

Julian C. Pease, president of the National Machine Tool Builders' Association, said recently: "The old methods of cutting metal that have been around as long as we can remember are being challenged. If you want to poke a hole in metal today, you do not necessarily use the traditional drill. You may use a laser."

A GENERAL VIEW of the cocktail reception given by the Trade Exchanges Co. at the medical equipment show at the Sample Display Center in Beirut.

# At Beirut Sample Display Center: medical equipment

The Sample Display Center in Beirut recently turned over its display space to Schueler and Co. of New York for an exhibit of its research and scientific instruments.

A total of 26 physicians either operating their own private clinics or practicing in hospitals visited the show, as well as foreign doctors in Lebanon.

The exhibit received favorable response on the local market, with possibilities of generating interesting business prospects.

Schueler and Co. reported a good market for highly advanced U.S. products in the medical and laboratory equipment field. Because of special local difficulties, the company said, there is a good market for sterilized disposables and transistorized and self-contained units.

Some of the items displayed were:

Needleless injectors, disposal blood administration sets, automatic tourniquets, X-ray gloves, suction pump, central oxygen system, inflatable splints, operation lights, gas partitioner, resuscitator, hot and cold packs, small ultrasonic diathermy and syringes.

A BUSY MAN was Wolfgang Caspari, Schuco International (Hamburg) representative. Above, he demonstrates a central oxygen system apparatus, below an inflatable splint. Looking on are some of the leading medical doctors in Lebanon and U.S. Ambassador Dwight Porter (second from right in both pictures).

# Air-conditioning show at Frankfurt active, well attended

## Some 1,150 visitors recorded; future sales may be $3 million

The air-conditioning equipment show held Sept. 1-8 at the Trade Center in Frankfurt proved to be one of the most active and well attended exhibits in recent months.

When the final curtain fell, some 1,150 visitors had been recorded and more than 600 guests registered for the six special seminars scheduled during the course of the show. Incomplete data indicate on-the-floor transactions totaled over $80,000. Sales leads obtained during the show should result in more than $3 million in additional sales during the next 12 months.

The special guests attending the exhibit included a group of ten Austrian businessmen from the air-conditioning industry. Their visit was arranged by the American Embassy in Vienna.

Pre-show publicity was especially widespread in a large number of technical journals representing the air-conditioning trade, architects, installation firms and consulting engineers, the hotel and restaurant trade, as well as in special publications and the daily press.

A CRITICAL EXAMINATION takes place of a good-sized American model air filter belonging to the gas-fired water chiller shown at the right. The unit is manufactured by the Arkla Air Conditioning Co.

K. F. SCHEID (above, right) demonstrates a remote condenser packaged air-conditioner for Chrysler International in Europe while business is discussed (below) at the booth of Emerson Radio International.

VISITORS AT THE display booth of Tecumseh Products Co. admire a cutaway model of a hermetic air-conditioning compressor. Mr. Weidemann, right, explains the details of how it operates.

THE TWO MEN TALK to each other—Trowbridge is at right—1,000 miles into outer space and the Early Bird bounces their voices back to earth.

# 'Good to hear your voice'

## Trowbridge, Dr. Schaller take advantage of space age to praise U.S.-Swiss trade

In Washington, D.C., Alexander Trowbridge, Assistant Secretary for Domestic and International Business, reached for his telephone and dialed.

In Basel, Switzerland, Dr. Alfred Schaller, president of the Swiss Industries Fair, answered and listened as Trowbridge welcomed him to the U.S. exhibition at the Electronics Fair in Basel.

The conversation, made by way of the Early Bird satellite, was a highlight of the USA-DAY at the Sept. 7-11 fair. Trowbridge praised the U.S. exhibit as "another chapter in the 115-year-old history of mutually beneficial trade between our two countries."

In his reply, Dr. Schaller called attention to the U.S. display as a "magnificent opportunity for the numerous visitors to witness the remarkable development of industrial electronics in the United States."

Part of the conversation between the two men follows:

TROWBRIDGE: Dr. Schaller, it's a pleasure to make this telephone call by way of the Early Bird Satellite and join Mr. (Henri J.) Kellerman (U.S. Charge d'Affaires ad interim in Berne) in welcoming you to the United States Exhibition at the Electronics Fair in Basel.

It's hard to believe sitting here in Washington and talking with you so easily that our voices are shooting 1,000 miles into space to the Early Bird Satellite and back again.

The U.S. exhibition there is another chapter in the 115-year history of mutually beneficial trade between our two countries. Our commercial treaty with your country is one of the oldest U.S. commercial treaties still in effect.

This is the first official United States entry at the Electronics Fair in Basel and we are happy so many of our manufacturers are taking part—49 in our official exhibit and 96 others in independent exhibits.

DR. SCHALLER: Thank you very much, Mr. Trowbridge, for your call from Washington by way of Early Bird. Congratulations for this outstanding performance made possible by this communication satellite.

As president of the Swiss Industries Fair I want to tell you how happy we are about the important official American participation in the 2nd International Exhibition of Industrial Electronics, known as INEL 65. The United States exhibition is a magnificent opportunity for the numerous visitors to witness the remarkable development of industrial electronics in the United States.

We are pleased that you have sent us some of your leading researchers and manufacturers of electronics to attend the exhibition and to lecture at the scientific seminars.

It is my heartfelt wish, shared by my fellow-citizens, that our old and mutually-profitable trade relations may prosper and augment. The United States and Switzerland have an ideal in common: a cultural, social and economic life based on the free will of their people. The teamwork established by our two countries in shaping the International Exhibition of Industrial Electronics is but one practical example in the various fields of human endeavor.

TROWBRIDGE: I understand you and Mr. Kellermann are standing near our model of the Early Bird Satellite there in the U.S. Exhibition. When we finish talking I am going to press to button to light up the Early Bird model and start a motion picture about this global communication system.

Opening day of INEL 65 was designated USA-DAY in honor of the official participation of the United States in the second International Exhibition of Industrial Electronics.

More than forty of America's outstanding manufacturers of components, electronic measurement devices and equipment for industrial applications displayed their products under auspices of the Department of Commerce, demonstrating the advanced technology in their fields.

The scientific part, in the form of seminars, during USA-DAY was chaired by Dr. Henri Bader, scientific attaché of the American Embassy in Berne. Five specialists in electronics gave lectures which evoked great interest among a large international audience of scientists.

# Brazil shaking off slump

## Moderate advances stir hopes of recovery, but several trouble spots remain

The Brazilian economy moved ahead moderately in July, with rising production, sales, and exports of several lines of manufactured goods stimulating recuperation of the industrial sector from the recession of the past few months.

A tapering off in the rate of industrial unemployment, accelerated movement of both borrowers and lenders out of the parallel market (promisory notes issued outside of banking channels), and an upsurge in stock market operations also contributed to the improved situation.

However, the private construction industry remained in critical shape and the perennial distress in the Pernambuco sugar belt deepened. The rate of increase in the cost of living also exceeded the June rate.

Record iron ore exports compensated in part for coffee and corn shipments that failed to meet expectations.

The upturn in retail and industry sales which began in June strengthened during July, improving prospects for economic recovery. Many business observers felt that the immediate outlook, buoyed by temporary Federal Government anti-recessionary measures, was promising, but that full economic recuperation was still some distance ahead.

The effect of the federal anti-inflationary program on over-extended or inefficient firms was reflected in July figures on petitions in bankruptcy. Totals rose to 175 in Sao Paulo and to 34 in Rio, from June levels of 118 and 23, respectively. Requests for creditors agreements were slightly down in Sao Paulo, but included two leading firms.

Production of automotive vehicles in July totaled 17,211 units, compared to 9,378 units in June and 8,403 units in May, principally as a result of the tax rebate on standard models and satisfactory public subscriptions for the two makes of stripped-down cars being financed through the Federal Savings Banks. Although the tax incentives had less impact than expected on demand for trucks, the upswing was reflected in the auto parts sector.

Domestic demand for textiles remained sluggish, with substantial inventories of rayon and wool reported on hand. Unusually large exports of cotton textiles and yarn slightly relieved the depressed state of the industry; local trade sources regarded such exports as a phenomenon of the recession, and likely to cease when internal demand picked up.

The civil construction industry's assertions that onerous tax legislation and lack of financing were responsible for the critical slump in private building activity were reviewed by the Federal Government during the month. The tax legislation may be modified, while the problem of financing for middle-class housing may be resolved through a scheme similar in some respects to the savings and loan system in the United States.

SIGNS ATOP BUILDINGS exhort Sao Paulo residents to buy a variety of goods. (Pan Amer. Union)

### Keeping busy

Despite the slack in construction activity and shipbuilding, orders from other domestic industries plus export shipments kept most of the major steel producers occupied. COSIPA in Sao Paulo announced that its blast furnace (2,000-ton daily capacity) and the first of two 60-ton LD oxygen converters would begin operating in September.

The Inter-American Development Bank (IDB) agreed to loan $1.3 million to complete studies for the expansion of Ferro e Aco de Vitoria. The Brazilian National Economic Development Bank made a loan to Siderurgica J. L. Aliperti in Sao Paulo for installation of a new rolling mill.

Investment in electric power distribution facilities was being stimulated by the

increases in power rates authorized at the beginning of the year, as evidenced by approval in June of the $40 million Alliance for Progress loan to the Sao Paulo and Rio "Light" companies.

However, consumers reportedly considered the continuing increases in energy costs out of line, and vigorous protests against recent hikes took place in most urban centers during July.

Following a July decree extending private enterprise participation in development of the petrochemical industry, GEIQUIM (Executive Group for the Chemical Industry) announced that since its foundation in 1964 it had received 19 applications for expansion of chemical companies, and had approved five of the projects.

Construction of the television receiver plants being built in Sao Paulo by Corning Glass and Philips (Netherlands) was on schedule, and Volkswagen announced that before the end of 1965 it would spend the equivalent of $25 million of its $100 million local investment announced last November.

Hopes for a major increase in the level of investment in Northeast Brazil as a result of income tax concessions authorized for projects in the area were dampened by reports of a lag in the submission of investment projects.

WORKERS prepare to install an engine in an auto chassis at General Motors' Brazilian assembly plant.

## Stabilization progress

July data indicated that price stabilization is still some distance away. The Getulio Vargas Foundation (GVF) Guanabara cost of living index moved up by 2.8% during July and showed a cumulative increase of 32.9% for the year, compared with 50.9% for January-July 1964.

The federal cash deficit was only slightly in excess of the projected $457.4 billion-cruzeiro deficit, despite revenue losses from such anti-recessionary measures as the temporary reductions in excise tax rates on autos and electro-domestics. Perhaps the chief danger to satisfactory fiscal performance during 1965 lies in the substantial pressure currently being exerted by federal civil servants for an immediate 60% pay increase.

The flow of official credit to the private sector, particularly to agriculture, was very slow over the first five months of the year. Official credit has probably expanded since May but still remains within the rather tight ceilings on credit expansion imposed by the Federal Government's original 1965 monetary budget.

The incipient upturn in business activity was reflected during July in an increase in "Letra de Cambio" (a form of promissory note) emissions by producers and distributors, and the failure for the first time this year of the cost of such financing to register a monthly decline. Interest on short-term bank loans also appeared constant at around 3% per month, while firms enjoying preferred credit status were reported able to discount consumer credit paper for as little as 2% per month.

Exchange rates remained tightly clustered about the "official free" rates of 1825 cruzeiros to the dollar buying and 1850 selling, with no prospect of change in the near future.

## Export trade surplus

Preliminary estimates of Brazil's foreign trade position during the first half of 1965 showed exports of $635 million and imports of $515 million. The trade surplus of $120 million was significantly greater than the $49 million surplus registered in the first half of 1964.

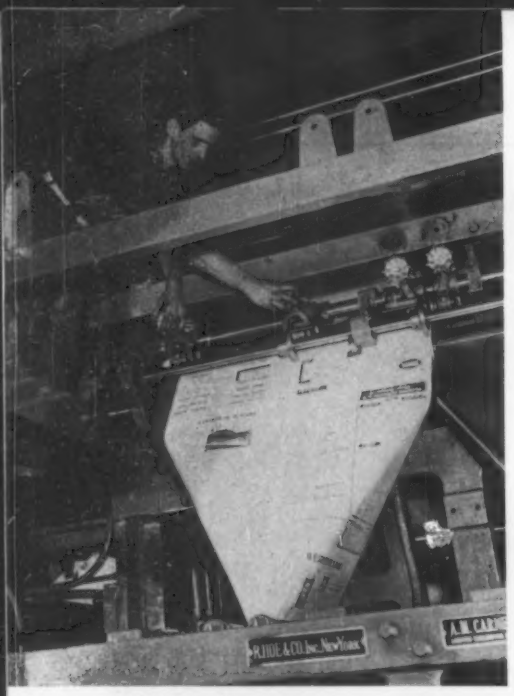
The figure of $49.3 million for manufactured exports was particularly encouraging since it represented a substantial increase over 1964 and was more than the total for the entire year 1963. Much of the increase was apparently due to Government efforts at export expansion.

Rising foreign demand for iron ore as well as the excess stocks of textiles and other products generated during the current Brazilian recession were also important factors.

The Government prepared legislation setting up a National Export Council and began converting the Princesa Leopoldina, a combination passenger liner-freighter, into a floating trade fair.

The private sector also took important steps in the export expansion field with the formation of two export consortiums, one composed of 21 auto parts manufacturers, the other of 50 firms in Minas Gerais. The Minas Gerais group plans to concentrate initially on increasing exports of textiles, shoes, iron and steel, and semi-precious stones.

July coffee exports amounted to 1.25 million sixty-kilo bags. Shipments were heavy at the end of the month and exports were expected to reach 1.5 million bags in both August and September, but this would still leave Brazil far short of



PRESSMAN makes adjustments on newspaper press.

its 16.8 million bag quota under the International Coffee Agreement for the coffee year ending September 30.

The principal development on the import side was the heavier usage of foreign exchange provided under the $150 million program loan agreement signed by the United States and Brazil in December 1964. Exchange concessions granted to importers using this exchange have recently received wide publicity.

As a result, $32.5 million was imported under the agreement through August 5, against only $14.9 million by July 1.

### Agricultural developments

Retail meat prices rose significantly during the month, causing the Federal Government to intervene in the livestock meat pricing system.

The 1965/66 Brazilian sugar production plan, approved by the Executive Commission of the Sugar and Alcohol Institute (IAA), foresees a production of 65.3 million 60-kilogram bags for the year, with exports of 14 million bags.

The Brazilian citrus industry was given a boost with the signing of a decree establishing new export standards and control measures.

The decline in industrial employment in the Sao Paulo area appeared to be slowing down toward the end of the second quarter.

In the Northeast, however, the perennial crisis of the Pernambuco sugar industry, the low level of textile production in that State, and declining sisal prices combined to create rising unemployment and lower real wages.

Iron ore shipments from Victoria by the Cia. Vale do Rio Doce reached a new high during the first semester of 1965. Production advanced by 28% above the same period in 1964, and exports jumped by 39%.

The scarcity of salt, particularly for industrial use, remained a problem. Although imports of salt have started to arrive at Brazilian ports, the Brazilian Salt Institute still projects a shortage. In addition to some 180,000 tons purchased abroad this year, it is estimated that at least 300,000 additional tons will be needed to supply salt-consuming industries until November.

The question of the Federal role in telecommunications was clarified to some extent by official pronouncements that the Government's telecommunications company (Empresa Brasileira de Telecommunicacoes) (EMBRATEL) would confine its operations for the present to long-line service with no direct contact with the users of telecommunications, thus leaving local operation of telephone, telegraph, and telex services to private, state, or municipal companies.

# Argentine movie attendance reversed steady decline in 1st quarter of 1965

**First drive-in movie opened last year, but their future is uncertain; decision to renegotiate quota agreements may mean drop in film imports**

The decline in Argentine motion picture attendance continued in 1964, but at a diminishing rate, and a sharp upturn in attendance was reported in the first quarter of 1965.

There were 1,479 movie theaters at the end of 1964, of which 1,427 were in operation.

Argentina's first drive-in movie opened in 1964, but most exhibitors view the future of drive-ins with some skepticism.

Movie attendance in Buenos Aires, which constitutes about half the national market, declined 3% in 1964, from 24.4 million in 1963 to 23.6 million, while gross receipts increased 18% to $8.6 million.

First quarter receipts in Buenos Aires were nearly double those for the same period of 1964. With strong feature films, both foreign and Argentine, playing Buenos Aires first-run houses, the prospects are good for continuing high attendance and receipts both in Buenos Aires and throughout the country.

A total of 456 new feature films were released in Argentina in 1964. Imports have been stabilized under voluntary quota agreements between the Argentine Government and the major film supplying countries. Of the 1964 releases, 145 were United States films (150 in 1963), 61 were Italian, 55 French, 54 British, 37 Argentine, 30 Spanish, 21 Mexican, 18 German, 11 Russian, with 24 coming from other countries.

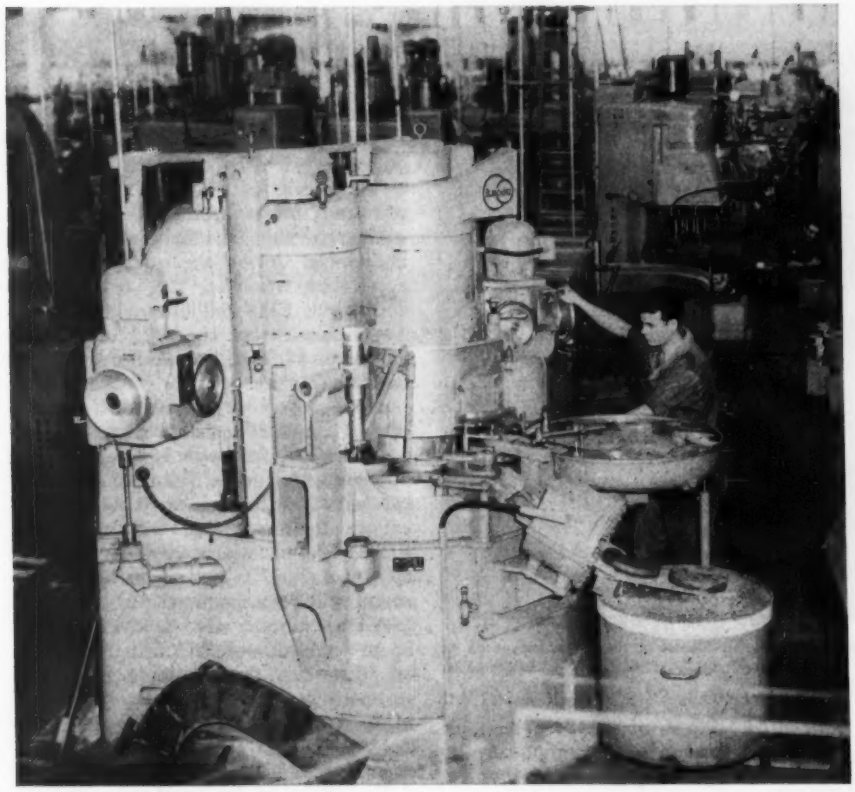
The top-grossing foreign release in 1964 was an American picture which grossed about $150,000, while two Argentine films were each expected ultimately to gross $300,000 to $400,000.

The Argentine Government failed to renew the annual agreement for importing United States films when it expired in March 1964, and in December decided to terminate and renegotiate its quota agreements wih other countries. This may forecast a smaller supply of new foreign releases.

Two decrees issued in 1963 but which are not being enforced still constitute possible threats to the interests of foreign distributors. One decree would require foreign film distributors to either process or sub-title imported black and white films in Argentine laboratories. The other the so-called six-to-one law, requires distributors to distribute at least one Argentine film for each six imports.

The Argentine motion picture industry employs about 3,000 persons and has a production capacity of perhaps 50 feature films per year. There are about 90 production companies or teams and 11 studios operating in the country. Average production costs are less than $50,000 per film, and technical quality is adequate. However, the industry has had limited commercial and artistic success.

Argentine films are heavily dependent on a broad system of government subsidies administered under the 1957 Film Law. This program includes easy credits of up to 50% of production costs, prizes for the 15 top films, a subsidy of 20% of gross receipts for the first year of a film's exhibition for black and white films and 30% for color films, compulsory exhibition of Argentine films, and a tax rebate to exhibitors equivalent to 5% of the admission price.



SPANISH factory hand operates a grinding machine produced by a Cambridge, Massachusetts, firm.

# Spotty economic performance marks 2d quarter in Spain; U.S. remains top import supplier

## Trade deficit becomes too large for tourist revenues to offset; general industrial activity also fails to meet expectations

The Spanish economy was featured by several contrasting trends during the second quarter, making its overall health difficult to assess. At any rate, imports remained buoyant, with the U.S. holding its place as top supplier to the Spanish market.

Agriculture continued to suffer from drought, but as the quarter closed there were signs that crop losses would probably not be as bad as expected.

Although certain industries turned in noteworthy performances, general industrial activity during the quarter did not live up to expectations. The specter of inflation still hovered over the economy, but there was increasing optimism on the part of public officials that the Government was now in a better position to combat price pressures.

Imports continued to increase during the quarter but exports remained at a disappointing level. By the end of the quarter Spain's commercial trade deficit approached $1 billion, and there was the possibility that drought damage would result in a greater volume of agricultural imports in the closing months of the year. In contrast to recent years, the surpluses from invisible transactions have not been large enough to offset the increased trade deficit in Spain's balance of payments.

The first five months of 1965 were characterized by increased budgetary expenditures by the Central Government, an increase in the volume of private bank credits and the contraction of monetary expansion due to Spain's balance of payments deficit.

Shortly after the close of the second quarter, a major reshuffle took place in the Spanish Cabinet, with new Ministers of Commerce, Finance, Agriculture, Public Works, and Justice. The Commissioner of the Economic Development Plan was elevated to the rank of Minister without Portfolio.

### Imports up sharply

Preliminary customs statistics for the second quarter showed much larger imports than in either the second quarter of 1964 or the first quarter of 1965. Exports, however, remained at approximately their first quarter level and the trade gap jumped to nearly $1 billion, causing a spate of press articles to appear suggesting import controls on luxury goods and also on cement and steel and other goods whose national production is increasing.

However, it is doubtful whether the Government will impose import controls as long as sufficient foreign exchange reserves are available.

Imports totaled $764 million for the second quarter, up 16% over the first quarter, and brought the 1965 cumulative figure to $1,420 million, an increase of 30% over the first six months of 1964. There were very large increases in imports of machinery and electrical equipment (which totaled $184 million for the quarter); metals and metal products, particularly iron, steel, and copper ($107 million); and mineral products, mostly petroleum products ($103 million).

Other major import increases occurred in vegetable products (mostly cereals), chemical products (fertilizers and organic chemicals), meats, and automotive vehicles.

Imports of chemical products should decrease in late 1965 or early 1966, as some of the new chemical and fertilizer plants under construction come into production.

On the other hand, petroleum imports can be expected to increase as the automotive industry increases production and Spain's industrial complex continues to grow.

Until national production can match demand, large imports of machinery and iron and steel will also continue to be needed.

Total exports during the quarter were $218 million and were almost identical in

SPANISH RESORTS continue to attract increasing crowds, but tourist income is no longer adequate to offset the nation's burgeoning trade deficit. The U.S. remains Spain's top supplier of imports.

value with the first quarter ($219 million), although the composition changed. The cumulative export figure for the first half of the year was about 10% less than first half 1964.

Reflecting the successful attempt to diversify exports, increases occurred in exports of canned fruits and vegetables, mineral products, inorganic chemicals, and wool.

The United States continued to be Spain's principal supplier of imports, providing a record 18% of the total for the first half of 1965. U.S. sales of $256 million rose 43% above the corresponding six-month period of 1964.

The United States bought 12.7% of total Spanish exports for the first half of 1965 and, although this percentage was higher than for the same period of 1964, the U.S. slipped to fourth place behind Germany, U.K., and France as a customer of Spain.

The tenth liberalization list was issued during the second quarter. About 80 items were on the list, the most important of which were several types of plastics. The Government announced a plan to increase coal production, which should cause increased imports of coal mining machinery and equipment.

## Reserves Dip

Latest data released by the Spanish Foreign Exchange Institute (IEME) show that foreign exchange movements during the first five months of 1965 resulted in a cumulative deficit of $117 million, a sizable swing from the $40 million surplus for the corresponding period in 1964.

While accustomed to a trade deficit, recently Spain has been able to count on revenues from tourism and inflows of emigrant remittances and foreign capital to swing its balance to a surplus.

So far in 1965 both emigrant remittances and inflows of foreign capital continue at satisfactory levels and tourist receipts, which totaled nearly $300 million for the first five months of the year, were up 20% over the corresponding period in 1964.

Despite these inflows, however, the size of the trade deficit at the end of May makes any hopes for a balance-of-payments surplus in 1965 appear remote. The drought in Spain is also likely to intensify the trade deficit in the latter months of the year, as the reduced harvest will cause both a loss of export crops and a necessity for increased imports of other foodstuffs.

## Industrial output

General, industrial activity did not live up to expectations during the second quarter, and can best be described as being either stationary or showing only slight growth compared with the first quarter.

Most firms reported holding higher stocks, except for companies producing for the construction industry, where the building boom is still creating orders.

The greatest gain in consumer goods was experienced by the food processing and electric appliance industries.

One important industry with healthy prospects is shipbuilding. With orders up to 50% higher than 1964, shipyards have an average of 9 months' guaranteed work.

The results of the third round of applications for investment in the growth centers of the Development Plan were announced during the quarter. Of 342 applications received, 199 covering projects worth $234 million were approved. Total investments approved to date are valued at $858 million and are expected to create 11,000 jobs.

An industry breakdown of the approved applications shows steel metallurgy ranking first with 34% of the total approved investment, followed by chemicals with 21%. A fourth round of applications for investment was opened on June 18; applications must be submitted by November 30. The results of the new round will be announced early in 1966.

A large number of U.S. investments in Spain were announced during the quarter. American firms making sizable investments included Rexall Drug, General Milk, Armco Steel, International Paper, Coca Cola, Olin Mathieson, Scott Paper, and Avon Products.

The effects of dry weather continue to dominate discussions on Spanish agriculture. Initial forecasts of an extremely bad crop year have been only partially borne out.

## Favorable price outlook

Spain's general cost-of-living index declined by 0.5% in June, the first monthly drop since May 1964. The June decline, coupled with moderate rises in April and May, resulted in a rise of less than 1% in the index for the quarter as a whole. Reduced pressures on food prices, reflected in declines in the food sector index during both May and June, were principally responsible for the limited rise of the general index.

There is an opinion, increasingly shared among Government officials, that perhaps the worst of Spain's inflation is past and that future price pressures will be more effectively contained.

This cautious optimism is nurtured both by the knowledge that some of the Government's long-proposed anti-inflation measures—greater food imports and restrictions on Spain's building boom, for example—have finally been put into effect, and by the feeling that the recent Cabinet reshuffle indicates a realization of the need for more effective ministerial coordination in carrying out the Government's economic programs.

## U. S. Government Actions

# Aiding U.S. Sales

### Eximbank report to Congress cites increase in guarantees, loans facilitating purchases of U.S. products overseas

A total of $1,859 million in loans, guarantees and insurance to facilitate the sale abroad of U.S. goods and services was authorized by the Export-Import Bank during fiscal year 1965.

In its annual report to Congress, the Bank said this total was an increase of $116.5 million over the previous fiscal year.

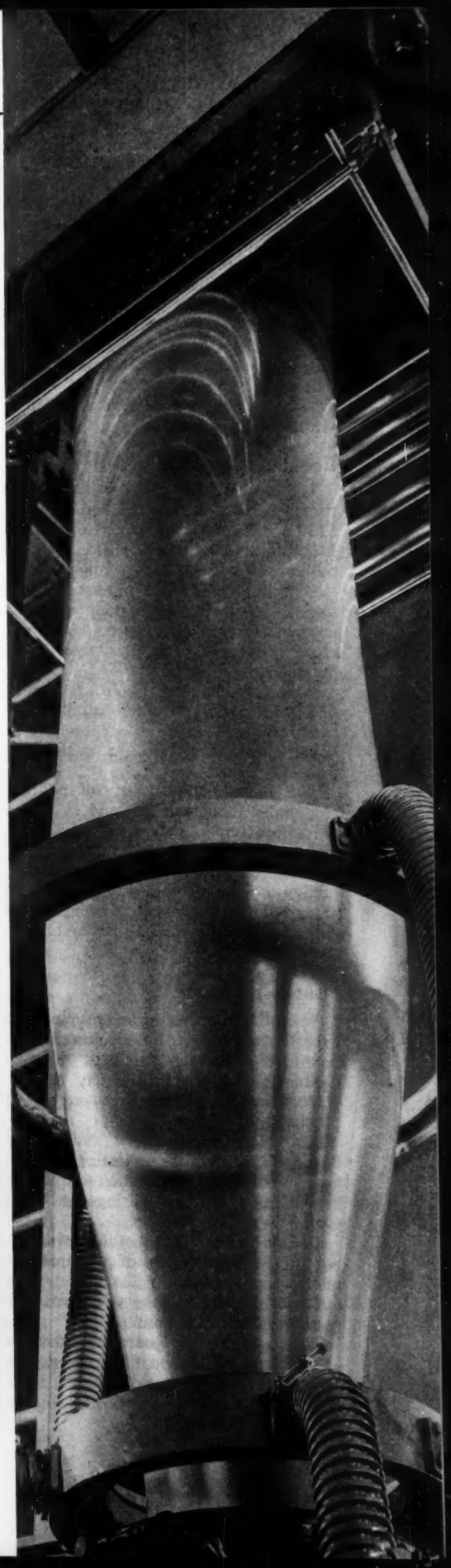
Included in the authorizations was $851.5 million in direct loans to foreign borrowers. Guarantees, mostly to commercial banks which extend credit to exporters, totaled $282.9 million.

Export insurance against commercial and political risks authorized by the Bank and written by the Foreign Credit Insurance Assn., both short and medium term, came to $721.5 million. Insurance worth $3.1 million covering goods overseas on consignment was approved.

Long term capital loans to buyers overseas helped to finance $435.2 million worth of purchases of U.S. equipment and services for projects on five continents. Proceeds of these loans, spent in dollars in the U.S., benefits the U.S. producer and the recipient country, the report explained, since the Bank's criterion for loans is that the project be economically viable and contribute to the economy of the borrowing country.

#### Promotes capital equipment

Direct loans for financing capital equipment needed for a variety of enterprises ranged from $420,000 to finance U.S. purchases of agricultural equipment



AMERICAN GOODS help get Eximbank projects off the ground around the world. At right polyethylene film takes form in a Japanese plant while two Venezuelans above note measurements for a bridge project.

by Honduras to $28 million for the largest privately owned steel company in Mexico.

Other loans included $20 million to develop the power system in Tehran; $23.1 million for equipment and services needed to construct a plant to produce iron ore pellets in Liberia; and a $24.6 million loan to the Tokyo Electric Power Co., Inc., to help finance the sale of U.S. generators and related equipment required for expansion.

Last November, the Bank authorized a $250 million emergency foreign trade credit to the Government of the United Kingdom—part of a $1,000 million participation by the U.S. in a $3,000 million credit provided by central financial institutions of 11 nations.

### Commercial banks participate

U.S. commercial banks in fiscal 1965 received 698 guarantees amounting to $280.1 million. This covered exports of U.S. goods and services valued at $356.6 million sold abroad on medium terms.

Of this amount, $9.8 million involved sales of agricultural commodities. These guarantees are issued to banks which purchase obligations of foreign buyers without recourse to exporters.

Policies totaling 2,441 with a face value of $721.5 million were authorized during the fiscal year to be issued by the Foreign Credit Insurance Assn. in partnership with the Bank.

The Bank assumes the full political risk under these policies, and in excess of certain limits, shares the credit risk with FCIA.

Included in this figure is some $94.5 million of insurance against political risks alone. Of the total amount of insurance authorized, some 92.3% covered short term sales.

### Insured payments

The FCIA policies insure payments to exporters on sales of agricultural commodities, industrial products, durable consumer goods and a variety of machinery and equipment to buyers in all parts of the free world.

The Bank's previously assisted or financed exports made an estimated total contribution of $1,328 million to the U.S. balance of payments during the fiscal year.

Of this amount, $553 million was derived through collections of principal and interest on outstanding loans and to a minor extent through the sale abroad of participations in its loans.

The insurance and guarantee activities of the Bank assisted in financing export sales which contributed about $775 million.

## How to sell to U.S.

**A new 83-page booklet designed to assist foreign businessmen wishing to trade in the U.S. market has been published by the U.S. Customs Service.**

**Entitled "Exporting to the United States," the booklet outlines procedures and regulations governing the sale and delivery of merchandise to American importers. It also describes the preparation of invoices and marking required of exporters.**

**Subjects include "Clearance of Your Goods Through Customs," "Who is Liable for Duties?," and "How to Enter Goods, File Bonds, Owner's Declarations and Powers of Attorney."**

**Packaging and "commingling" of goods are described. The Antidumping Act and countervailing duty are dealt with, as are conversion of currency, invoices for Customs purposes, "pro forma" invoices, marking of country of origin, and other subjects of interest to international traders.**

**The booklet is for sale at 50 cents per copy by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.**

## International firms will bid on parts of Kobe expressway

The World Bank has approved a loan equivalent to $25 million to assist in financing a 7.8-mile elevated toll expressway in Kobe, Japan. Opportunities will be given for international competitive bidding on parts of the project, involving the fabrication and erection of about 16,500 tons of steelwork in viaducts, bridges and steel piers.

The Kobe Expressway will be an elevated, four-lane, divided, limited access toll expressway extending 7.8 miles from the western outskirts of the city to the eastern. For nearly 70% of its length it will be built as an elevated viaduct above existing city streets which are being widened to accommodate the ramps and toll facilities.

The total cost of the project, including construction, right-of-way, administration, associated street improvements, and interest during construction, is estimated at the equivalent of $84 million. The Bank loan will cover about a third of the total.

# Customs to speed air cargo delivery

A test of "immediate delivery" procedures for all air cargo arriving at the John F. Kennedy International Airport, New York, has been inaugurated by the Bureau of Customs.

According to the Bureau, the new procedure is expected to reduce some of the delay now being encountered at the airport in obtaining release of air cargo. It is also expected to reduce backlog of cargo on Mondays and Tuesdays, resulting from the weekend build-up.

Under the new procedures, the broker or importer presents a request for immediate delivery accompanied by certain other documents and takes delivery almost immediately of all of a shipment except those packages required for examination by the appraiser.

Payment of duties is guaranteed by a bond. Presentation of formal entry documents and payment of duties may be delayed up to four days from the date merchandise is released from customs' custody.

The application of immediate delivery procedures to air cargo arriving at New York was a recommendation by the Joint Customs/Airline Working Group on Air Cargo established by the Secretary of the Treasury in May 1964. The working group is studying ways and means of expediting movement and clearance of air cargo.

The new service will be available 8:30 a.m. to 5 p.m., Monday through Saturday.

## New Colombian center established in New York

Colombia has established a center in New York which will undertake economic and cultural activities and provide information and library service.

The Colombian Center, at 140 E. 57 St., will house the Colombian National Tourist Board, the Colombian Mission to the United Nations and the Colombian Coffee Growers Federation.

It will take an active role in promoting U.S. tourism and investment in Colombia and in stimulating the export of products to the U.S.

Andres Uribe Campuzano, U.S. representative of the National Federation of Coffee Growers of Colombia, has been named director.

# Dominican Republic alters rates for import deposits, but other trade controls remain unchanged

## Consumer luxury items face 80% deposit; same customs documentation and procedures, tariff schedule effective

The Dominican Republic has modified its import deposit law but other controls set before the recent crisis have remained unchanged.

The 40% import deposit, although still in effect, has been altered, increasing it to 80% on most consumer luxury items and redefining and expanding categories of items exempted.

Original exemptions to the import deposit were certain basic foods, medical and veterinary products, products for agricultural purposes, diplomatic imports, items for foreign-financed development projects, gifts, and publisher's goods.

Categories added include industrial machinery and equipment; certain industrial raw materials; vehicle spare parts; petroleum and products; scientific, religious and artistic items; all publications; and imports by Government agencies, dependencies and municipalities.

Categories requiring 80% import deposit include household electrical appliances; clothing, shoe and leather articles; furniture, bedding and mattresses; gems, jewelry and articles of gold, silver and platinum; cosmetics and perfumes; alcoholic beverages, including beer, cigars, cigarettes and candy; fruit juices and preserves; passenger automobiles including station wagons.

### Little change

Goods may still be shipped into the Dominican Republic on much the same basis as prior to the crisis. The port of Santo Domingo, which remained closed to shipping during the emergency, is expected to resume commercial operations soon. Other major ports are somewhat crowded but operate normally.

Rules and regulations governing trade remain essentially unchanged. Customs documentation and procedures are the same and the original tariff schedule is in effect.

All laws affecting trade instituted under the former Provisional Government's austerity program are still effective (INTERNATIONAL COMMERCE, July 6, 1964, p. 12; Dec. 7, 1964, p. 41). These include laws that imposed internal consumption taxes on specific items as well as Law No. 361 which imposed a tax of 15% ad valorem on all imported goods except for certain items specifically exempted.

### Reasons for change

The changes in the import deposit policy were made to channel available foreign exchange away from consumer luxury items into imports needed for agricultural, industrial and humanitarian activities and provide a fairer and effective administration by making specific those exemptions which in the past were regularly permitted by exoneration.

Customs services are available outside Santo Domingo on a normal basis. Within the Santo Domingo area, customs services are available, but customs brokers and shipping agents are working out of a temporary office and a few have ceased operations. Because of the emergency, many shipping agents are willing to act as customs brokers for shippers utilizing their lines, and all help with customs problems.

Ports currently being utilized lack warehouse space and freight handling equipment. Haina, the port closest to Santo Domingo, has no warehouse facilities; Puerto Plata and San Pedro de Macoris have large customs warehouses.

Dominican customs has been arranging for immediate clearing of goods for withdrawal from the Haina docks and other ports to prevent weather damage.

Most shipments of goods are being financed by commercial letters of credit, approval for which depends largely on the essentiality of the import.

Sight drafts are being used in a few cases. Clearance of sight drafts at the Central Bank is on a current basis.

For a list of customs brokers and freight forwarders and a list of major shipping agents, temporary addresses, the main lines represented and ports out of which they presently operate, **write** OIRE, Bur. of Inter. Commerce, Dept. of Commerce, Washington D.C. 20230.

# Yugoslavia to expand consumer imports

Yugoslavia has allocated foreign exchange amounting to $16 million for the import of certain consumer goods.

Included in the authorization are medicaments; X-ray films; eye-glasses; textiles; leather and rubber goods; footwear; electric appliances including radios, television sets, and phonographs; appliance parts; recording tape; transistor radio batteries; passenger cars; fancy metal goods; furs; safety razor blades; china and glassware; writing and drawing materials including paper; sporting goods including hunting and fishing gear; citrus and other fruits; vegetables; juices; liquor; and dodecylbensole for detergents.

Faced with widespread and exorbitant price increases since the passage last July of legislation reforming and liberalizing the Yugoslav economy, the Government is permitting these imports in order to force the prices of domestically produced consumer goods back down to competitive levels.

A recently published customs law (details are not yet available) provides for the discretionary reduction or elimination of duties on many imports brought in under these or similar circumstances.

## Brazil reduces duties on food processing imports

Brazil has reduced import duties up to 50% on all food processing equipment and will grant tax, exchange and credit benefits, to provide for the development of its food industry.

The executive group for the Food Industry (GEIPAL) which operates under the supervision of the Industrial Development Commission (CDI) of the Ministry of Commerce, will coordinate the concession of incentives and recommend to the CDI the sectors of the food industry to benefit from the reductions.

# New exchange system in Colombia authorizes Monetary Board to reset rates to preserve equilibrium

## Central Bank to buy dollars from coffee exporters at fixed rates; will sell at preferential rate for certain purposes

Colombia has established a new exchange system with, "preferential" and "intermediate" foreign exchange markets.

The Government also authorized the Monetary Board to set periodically the rates in these markets to maintain exchange equilibrium.

A Monetary Board resolution set the selling rates at 9 and 13.50 pesos per dollar in the preferential and intermediate markets, respectively. A third rate—the free rate—was set up, fluctuating at around 18 pesos per dollar.

The Banco de la Republica, Colombia's central bank, will buy dollars from coffee exporters at 8.50 pesos per dollar. Proceeds from other exports and monetary gold, bought by the Banco, foreign capital investment registered in the intermediate market, and loan capital, will receive the intermediate rate of 13.50 pesos per dollar.

On the selling side, the Banco will sell exchange at the preferential rate of 9 pesos per dollar for purposes including payments for essential imports yet to be announced; certain Government obligations contracted prior to the decree; student expenses, and payments for crude oil to be refined in Colombia.

### Selling exchange

The Banco de la Republica will sell exchange at the intermediate rate of 13.50 pesos per dollar for payments for: imports included in an intermediate list, yet to be announced; freight payments in amounts set by the Government; remittances and interest payments on capital registered prior to June 17, 1957;

Repatriation of capital and earnings of foreign capital registered in the intermediate market in accordance with specified conditions; certain capital and interest payments of Government entities incurred prior to the new law; amortization of foreign debts contracted prior to the Government decree and registered in the intermediate market (subject to specified conditions and approval by a special Government Commission);

Service of foreign loans contracted after the entry into force of the decree, when the proceeds of such loans were sold to the Banco at the intermediate rate, and payments of The National Government for service on foreign debt and other contractual obligations made after the entry into force of this decree.

Importers owing foreign debts for past imports of primary materials are to pay for them at the higher intermediate rate if the materials are on the intermediate list and were nationalized prior to last July 15. These importers will receive from the Banco de la Republica one peso per dollar in public debt obligations bearing interest at 8% and maturing over 10 years. These debt obligations may not be used for prior import deposits.

### Preferential rate use

The Monetary Board resolution provides that the preferential rate be used in all cases in computing the prior import deposits which are made 20 days before applying for exchange; prior deposits for imports on the intermediate list are to be reduced 5% per month and eliminated completely over a 20-month period beginning Oct. 1. Only deposits made after that date will receive the benefits of the reductions.

All capital brought into Colombia, in the past or future, is required to be registered at the Exchange Registry Office of the Superintendency of Foreign Trade. Repatriation and earnings on capital must be reported to the Superintendency. In addition, all past and future loans in foreign exchange must be registered along with amortization and interest payment schedules.

Repatriation of capital and earnings of such capital is made through the free market provided the capital was not registered prior to June 17, 1957, or that it was brought into Colombia subsequent to that date.

Investors may now choose which exchange market to use for capital and related transactions. If investors choose to use the intermediate market they must make special registration with the Superintendency and receive the approval of the Planning Board.

If the Board approves, the investor is required to sell his dollars to the Banco de la Republica at the intermediate rate and not to repatriate any part of his principal for five years following its entry into Colombia. After five years, the investor may apply, six months prior to the contemplated date, to repatriate a one-third portion of his principal in each year over a three-year period.

Repatriation of earnings may not exceed 8% per year of original and reinvested capital; if earnings of less than 8% are repatriated in any year the difference may be repatriated in succeeding years. Foreign investors may opt to reinvest earnings with the right to repatriate through the intermediate market.

Investors using the intermediate market do not receive any exchange rate guarantee and should bear in mind that the intermediate rate may fluctuate.

Foreign exchange proceeds of loans made after the entry into force of the decree must be sold to the Banco de la Republica at the intermediate rate. The intermediate rate is to be used for service payments on such loans.

For loan copies of the decree, which consists of 41 articles, **Write:** OIRE, Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

## Lebanon announces tariff rate revisions

Lebanon has announced changes in the rates of duty on a number of items.

The new ad valorem duties (with previous rates in parentheses) are as follows in percent:

Pyrethrum extract, free (8); coffee, tea and mate extracts, 36 (18); pipes, plates and covering tiles for roofs, made of asbestos, cellulose, and similar cement, 36 (25); air-conditioning units for preserving agricultural products, 1 (25); devices for ejecting, spraying, and pulverizing liquid and powder insecticides, free (18); plywood seats, 18 (71).

A specific duty of 11.5 cents per net kilogram is now assessed on mate, in lieu of the old rate of 18% ad valorem.

The Government has also announced that liquid gas in small containers intended for use in cigarette lighters has been removed from the list of products requiring import licenses, and that the importation of roulette games is prohibited. This prohibition does not apply to roulette equipment for the Casino du Liban.

# Buenos Aires wire manufacturer makes joint venture offer

### Seeks U.S. investment capital to implement expansion plans

A Buenos Aires wire drawing firm, seeking to expand would like some form of joint venture arrangement with a U.S. manufacturer of copper products.

The firm seeks to discuss the purchase of U.S. technology and is anxious to obtain U.S. private investment capital to implement its expansion plans.

It is particularly interested in locating a joint venture partner to buy copper ingots on its account, ship them to Argentina for drawing and enameling, and market the wire through its own marketing organization. The Argentine firm would serve as a distribution point in the international market set-up.

It is reported that the Buenos Aires firm's two plants appear efficiently operated with maximum utilization of plant space. Capitalization is around $580,000 and employees total 272.

The firm markets copper, steel, aluminum and special alloy wires ranging in diameter from 0.05 mm. to 7 mm. It vulcanizes and plastic insulates electric conductors and flexible cable, both uni- and bi-polar. Wire coverings include polyvinyl, acrylic E and silicone. Also made are copper planks and profiles from 1 sq. mm. to 800 sq. mm., iron and steel planks and profiles from 2 sq. mm. to 15 sq. mm., and steel piano cord wire.

### Equipment from Italy

There are a total of 30 different gauge drawing machines, including six of capillary size; 17 enameling ovens (hornos de esmaltado); and a cable wrapping machine. Most of the equipment was made in Argentina from Italian plants and is run under what appears to be excellent quality control standards.

The firm has never exported any products but states it is operating at 80% of capacity. The enameling section of the plant is run on a 24-hour basis under strict temperature and cleanliness controls.

Immediate expansion plans call for the completion of another building to cover 3200 square meters in which two more ovens for the manufacture of piano cord spring-steel wire will be installed.

**Write:** Domingo Tarditi, President, Industria Metalurgica Sud Americana, (IMSA) Rivadavia 26399—Ruta 7—MERLO—Pcia., Buenos Aires, Argentina.

## Mexican trailer firm proposes joint venture

A Mexican firm manufacturing travel trailers, utility trailers for light loads and small boat trailers seeks a joint venture with an experienced U.S. trailer manufacturer for expansion purposes.

The firm would permit equity participation up to 49% and is particularly interested in Mexican manufacture of such components as axles, winches, wheels and brakes which currently have to be imported at a high rate of duty.

Besides meeting demands of the Mexican market, the firm believes it could produce semi-finished units for export to the U.S. for completion and sale.

**Write:** Industrias Remex, S.A., Apartado Postal 2619, Monterrey, Mexico. WTD.

### TEXTILE EXTRA PARTS

A medium-sized firm manufacturing leather, rubber and plastic goods for the textile industry would like to manufacture under U.S. license extra parts, attachments and accessories for textile machinery made of plastic, rubber and leather.

**Write:** Pietro Serralunga S.A.S., Casella Postale 25, Biella, Italy. WTD.

### WATER TREATMENT

License sought by Australian firm to manufacture water and sewerage treatment equipment.

**Write:** Bundeng (Brisbane), Pty., Ltd., P.O. box 6, Albion, Brisbane, Queensland, Australia. WTD.

### SHOE SHOW

The Greek Shoe and Leather Association will hold its seventh Shoe and Leather Exposition in Athens Jan. 15-23, 1966. U.S. firms engaged in any branches of the leather industry and trade may exhibit their products. **Write:** Greek Shoe and Leather Association, 64 El Venizelou St., 3rd Floor, Room 5, Athens, Greece.

## Nicaraguan firm seeks pharmaceutical licenses

A Nicaraguan pharmaceutical manufacturer, expanding operations, seeks a licensing arrangement with a U.S. firm to produce pharmaceutical and medicinal preparations.

As part of the agreement, the local firm would like to include the full time services of a U.S. manufacturing and quality control supervisor. A new plant with approximately 18,500 square feet of floor space is now being constructed about 10 miles from Managua and the sponsors are hopeful that the plant will ultimately be able to expand its production to become the leading drug manufacturer of Central America.

The Nicaraguan firm would prefer doing business with a U.S. company already operating in Central America and while a licensing arrangement is definitely favored, other forms of U.S. participation in the enterprise are not completely excluded. **Write:** Laboratorios Solka, S.A., Apartado Postal No. 2072, Managua, Nicaragua. * (In Spanish) WTD.

## U.S. licenses requested by Finnish enterprise

Finland's second largest industrial enterprise requests licensing arrangements with U.S. manufacturers of industrial air conditioning and heating equipment.

It also seeks U.S. licenses for drying equipment for pulp and paper processing plants.

According to the firm, one of its senior officials will make a business trip to the U.S. in mid-October with authority to negotiate and sign licensing agreements with U.S. firms responding to this announcement who present attractive proposals.

**Write:** Reijo Salminen, Mgr., Design Division, Rauma-Repola Oy, Snellmaninkatu 13, Helsinki, Finland. WTD.

### INSTRUMENTS

An English holding company controlling 24 manufacturing subsidiaries in various branches of engineering, concrete and building materials is seeking licensing and cross-licensing arrangements with U.S. manufacturers for engineering precision gauges, soil testing instruments and equipment and coal, steel, gas and sugar plant.

**Write:** Winn Industries, Ltd., 59 Grosvenor St., London, W.1, England. WTD.

## Peruvian particle board maker proposes venture

A Lima particle board firm with its plant in Tingo Maria, the eastern jungle area of Peru, plans expansion and seeks U.S. financial and technical participation on a joint venture basis.

Because of the plant's location, investment would reportedly receive the benefits of the Peruvian Industrial Promotion Law.

The expansion contemplated involves raising daily production of particle board from 25 to 50 tons a day, adding a grain printing process to existing facilities, and producing three layer board. Also contemplated is the installation of a modern sawmill to better exploit the timber on a 37,000 acre tract of hardwood forest.

According to the firm, this forest area is also a source of fine woods which could be cut and processed in conjunction with present cutting facilities for particle board stock.

**Write:** Madera Prensada S.A. (MAPRESA), 700 Manuel Cisneros, Apartado 5551, Lima, Peru. WTD.★

## Mexican manufacturer asks for pressure tank license

A Mexican manufacturer of commercial, industrial and home refrigeration equipment would like to negotiate a licensing arrangement with a U.S. firm to make aluminum and stainless steel pressure tanks for use with volatile, refrigerant and liquid petroleum gases.

Such pressure tanks for transportation of gases are subject to Mexican import controls. The firm is reported to have recently opened a new plant, considered one of the most modern of its type in Latin America.

**Write:** Morton I. Davis, Jr., President, American Refrigeration Products, S.A., Arroz No. 166, Fraccionamiento Santa Isabel Industrial, Ixtapalapa 13, D.F., Mexico. WTD.

### FURNACES, EQUIPMENT

Manufacturer of atmosphere generators for metallurgical and chemical process applications, indirectly fired high pressure air heaters, evaporators, crystallisers and spray driers seeks license to produce process furnaces, gas treatment plant, in particular high pressure $CO_2$ removal equipment; special types of heat exchangers and liquid solid separation equipment.

**Write:** Wellman Incandescent Furnace Co., Ltd., Cornwall Rd., Smethwick 40, Staffs., England. WTD.

### Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

*WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

## Garbage processing plants needed in Izmir, Turkey

The city of Izmir, Turkey, plans to establish two plants for the disposal and processing of garbage.

U.S. firms are eligible to submit bids on the project.

For further details on requirements for U.S. private participation, **Write:** Izmir Belediyesi, Izmir, Turkey.

### REFRIGERATION EQUIPMENT

Manufacturer of refrigerating and air conditioning equipment seeks license to produce refrigeration equipment based on the expansion of liquid nitrogen.

**Write:** REFRACAS, Carretera del Medio 40, Hospitalet de Llobregat, Barcelona, Spain. WTD.

### PROGRAMMING APPARATUS

A manufacturer and installer of telephonic apparatus, is seeking a licensing arrangement for making electronic programming apparatus for machine tool operations.

**Write:** R.E.T.I., Via Capua 3, Turin, Italy. WTD.

## Turkish mine owner requests joint venture

A Turkish mining company whose exploration work at its Kartal mine indicates the possibility of a very large high grade zinc ore body seeks a joint venture with a U.S. mining organization.

Of principal interest is the acquisition of a U.S. partner with technical experience to explore and develop the many mineral holdings of this company.

From May to November 1964 the firm employed 700 people in its mining operations tapering off to about 290 during the winter months.

**Write:** Mehmet Kemal Ozdedeoglu, Buklum Sokak No. 4, Yenisehir, Ankara, Turkey. WTD.

A report entitled "Development of Zamanti River Zinc-Lead Mining District" is available to interested U.S. mining companies.

For a copy of this report. **Write:** Bureau of International Commerce, Office of International Investment, File 8630-S, Department of Commerce, Washington, D.C. 20230.

## Ethiopian contractor seeks U.S. shipping arrangement

An Ethiopian firm of building and civil engineering contractors seeks to establish business relations with a U.S. firm which would act as its shipping and confirming house with long-term credit facilities.

The firm states that it currently has such arrangements with European firms and, as it contemplates increasing its purchases of U.S. machinery and equipment, would like to make a similar arrangement in this country.

According to the firm, it now has under construction, in addition to other buildings, the Kennedy Memorial Library in the Haile Selassie I University compound and will soon be placing orders for needed materials in the U.S. market.

**Write:** Alexander P. Myriallis Co., Ltd., P.O. box 1507, Addis Ababa, Ethiopia. WTD.★

### CHEMICAL PRODUCTS

A producer of chemical products for use primarily in paints, varnish, inks, adhesives and glues requests licenses for chemical products which would expand the range of clients e.g. reduction paper, rubber, plastics, metallurgy and other industries requiring chemical intermediates or products.

**Write:** Sheby S.A., 1 rue Georges Berger, Paris 17e, France.

## Greek Defense Ministry seeks bids on electric network

A tender for the construction of an electrical distribution network and procurement and installation of stand-by generating sets has been reissued by the Greek Ministry of National Defense, General Air Staff, Public Works Directorate. (INTERNATIONAL COMMERCE, June 14, p. 62).

The procurement section specifies the following generating sets: one 25 KVA, one 15 KVA, three 10 KVA, three 5 KVA, three 20 KVA portable sets. All sets are to be diesel driven, 380/220v. 50 cps absolutely semi automatic, i.e. provided with protective switching off of their operation in cases of failures. The entire project is expected to cost about $76,000.

The deadline for expression of interest is Sept. 30.

U.S. firms, certified eligible to participate in NATO International Competitive Bidding, may obtain a loan copy of this tender by writing to the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Firms desiring information relative to NATO certification and procurement should write to the Trade Opportunities Staff for a new brochure, "Doing Business with NATO—How U.S. Companies Can Participate".

## India seeks transistorized radio telegraph equipment

India's Directorate General of Supplies & Disposals has issued tender No. 408/34/013/14.7.65/Cell calling for the supply of three voice frequency telegraph equipments for use over short wave circuits. The equipment should be fully transistorized, capable of telegraph speed of up to 150 bands and similar to or compatable with Siemens WTK340 equipment.

Bid deadline is Oct. 12 at the offices of the Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India.

Copies of the specifications, bid terms and conditions are available for $1.25 from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, referencing their No. D/ENQ/1855.

## Iraqi canal system project open to construction bids

The Directorate-General of Irrigation, Baghdad, invites qualified contractors to submit bids for the construction, completion and maintenance of the works described in Contract No. D-10, Khalis Canal System.

The works include the following:

**Canal Earthworks.** Excavation to remodel existing Khalis Canal from km. 1.3 to km. 53.9 (3.2 million cu. meters); excavation for new canals (2.8 million cu. meters); forming water courses and farm channels (1200 km.).

**Drain Earthworks.** Excavation for branch and main drains (6.3 million cu. meters).

**Canal Structures.** Construction of 40 main canal structures (20,000 cu. meters of concrete); 1,400 minor canal structures (12,000 cu. meters of concrete).

**Drain Structures.** Construction of 240 drain structures (11,000 cu. meters of concrete).

**Water Control Equipment.** Supply and erection of 43 radial and lifting gates and 190 movable weir gates for canal structures.

**Staff Housing.** Construction of 34 houses of various types.

Tender documents are available for inspection at the offices of the Directorate-General of Irrigation and at various Iraqi Embassies and Legations including Washington, D.C., Brussels, Paris, Rome, Tokyo; and at the offices of the Consulting Engineers, Sir. M. MacDonald & Partners in London and Baghdad. Tender documents may be purchased from the Directorate-General for $70 per copy (ID 25), plus airmail charges.

Bid deadline is Nov. 15. Bids must be accompanied by a cash deposit or an Iraqi bank guarantee of $560,000 (ID 200,000).

One set of tender documents is available for review by firms located in the U.S. at the office of the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

## Bidders on Finland's seven highway and bridge projects must submit prequalifications

The Finnish National Board of Public Roads & Waterways is planning seven major highway and bridge projects at an estimated cost of 158 million Finnmarks (U.S. $49.4 million).

Oct. 18 is the deadline for prospective bidders to submit their prequalification documents.

The description of the project and instructions on prequalification procedures are being forwarded by the Board to the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C.

## Clover drying plant to be built by UAR

The Egyptian General Organization for Cooperative & Small Industries, 8, Ahmed Amin St., Dokki, Cairo, has issued a tender for one rapid drying plant for Egyptian clover and other green forages in Kafr-El-Shiek province, with a capacity of 60 tons per day. No bid deadline has been established.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIE&C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## SHAPE needs trucks

The Supreme Headquarters of the Allied Powers Europe (SHAPE) has issued Invitation to Bid No. 98-65, with a bid deadline of Oct. 6, for six military type tactical trucks, complete with accessories and maintenance parts. Two of the trucks should be ¼-ton and four ¾-ton, all having 4-wheel drive and cross-country capability.

Copies of the invitation, conditions and complete specifications are available on loan from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

## Warship up for auction

The out-of-service warship "Yavuz" of the Turkish Navy is scheduled to be sold by auction Sept. 30 under sealed envelope by the General Directorate of Public Properties, Ministry of Finance, Ankara, Turkey.

The vessel weighs 22,350 tons. Its materials consist of armour plating, bronze, copper, zinc, lead, pig iron, steel and wood. Such provisions in favor of the bidder as a three-month term for the settlement of the sale price against security to be furnished by a well-known bank and custom duty exemption whether for towing and dismantling the vessel for exportation or for its use within the country are provided for in the particulars of sale.

The location of the vessel and details concerning its equipment, machines and outfittings, and their estimated values, are specified in a list available from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave. NW., Washington, D.C., telephone: 202-HU 3-5366.

Prior to the auction and upon application to the military headquarters in which district the vessel is located, the representative of the bidder bearing a certificate of his embassy will be authorized to see and examine the said vessel.

Further information regarding the procedure can be obtained by contacting the Board of Counselors for Economic Affairs at the above address. The particulars of sale are also available at the General Directorate of Public Properties, Ministry of Finance, Ankara, Turkey.

## SHAPE needs drive units

An Invitation to Bid (No. 65-23/23-28) for eight frequency shift keying units and two variable master oscillators has been issued by the Supreme Headquarters Allied Powers Europe.

Bid deadline is Oct. 15.

A loan copy of the Invitation to Bid, the specifications, conditions and bidding instructions is available to U.S. firms from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Firms desiring information relative to NATO certification and SHAPE procurement should write the Trade Opportunities Staff for a new brochure titled: "Doing Business With NATO—How U.S. Companies Can Participate."

## Argentina extends deadline on bids for storage tanks

Gas del Estado, Alsina 1169, Buenos Aires has extended the bid deadline for storage tanks for liquid butane from Sept. 9 to Oct. 11. (INTERNATIONAL COMMERCE, July 12, p. 25, under SIC No. 355).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

### 145 Clay, ceramic, refractory minerals

● **PAKISTAN**—240 tons of bentonite clay (in powder form) for preparation of molding sand in foundry. Tender No. P-5/169/1-65, bid deadline Sept. 27. Pakistan Western Railway, Empress Rd., Lahore.★ (Telephone: 202-WO 7-2684).

### 200 Food

**SOMALI REPUBLIC**—Canned vegetables, fruits, juices; confectioneries, chocolates; crackers. M. Mohamedali M. Abdulali & Bros. (importer, wholesaler, retailer), P.O. Box 129, Mogadiscio. WTD 12/29/64.

### 202 Dairy products

**BELGIUM**—Butter, 82% fat content, not salted; milk, skimmed, powder. Direct purchase and/or agency for Europe and Near East. Brabania S.A. (importer, exporter, wholesaler), 9-11 Rue Robbrechts, Wemmel. WTD in preparation.

### 203 Canning, preserving foods

**AUSTRALIA**—Quick frozen foods such as fish, vegetables, French fried potatoes, food delicacies. Direct purchase and agency. Pelex Foods Pty. Ltd. (manufacturers' representative), 182 Collins St., Melbourne, Victoria. WTD 5/7/65.

**Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.**

## U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Phone: 247-0311.

**ANCHORAGE, ALASKA**, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

**ATLANTA, GA.**, 30303, 75 Forsyth St., N.W. Phone: 526-8000.

**BALTIMORE, MD.**, 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

**BIRMINGHAM, ALA.**, 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

**BOSTON, MASS.**, 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

**CHARLESTON, S. C.**, 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

**CHEYENNE, WYO.**, 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

**CHICAGO, ILL.**, 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

**CINCINNATI, OHIO**, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

**CLEVELAND, OHIO**, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

**DENVER, COLO.**, 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

**DES MOINES, IA.**, 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4221.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Phone: 226-6088.

**GREENSBORO, N.C.**, 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

**HARTFORD, CONN.**, 06103, 18 Asylum St. Phone: 244-3530.

**HONOLULU, HAWAII**, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

**JACKSONVILLE, FLA.**, 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

**MEMPHIS, TENN.**, 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

**MIAMI, FLA.**, 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

**NEW YORK, N.Y.**, 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

**PHOENIX, ARIZ.**, 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

**PITTSBURGH, PA.**, 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

**PORTLAND, OREG.**, 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

**RENO, NEV.**, 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

**SANTURCE, PUERTO RICO**, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

**SEATTLE, WASH.**, 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

### 204 Grain mill products

**COLOMBIA**—Oats, rice, flour, lentils, soya beans, corn, chick peas, black-eyed peas. Gonzalez & Carne Ltda. (sales agent), Aptdo. Aereo 1727, Barranquilla. WTD 8/19/65.

### 221 Broad woven fabric mills, cotton

**SOUTH AFRICA**—Upholstery fabrics, cotton; all types of materials, cotton, cotton-rayon mixtures, rayon and synthetic, suitable for manufacture of clothing and furnishings. Krish Commercial Agencies (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 222 Broad woven fabric mills, manmade fiber, silk

**SOUTH AFRICA**—Upholstery fabrics, rayon. Krish Commercial Services (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 223 Broad woven fabric mills, wool

**SOUTH AFRICA**—Upholstery fabrics, woolen except felt. Krish Commercial Agencies (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 230 Apparel

**SOUTH AFRICA**—Men, women's, children's clothing. Krish Commercial Agencies (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 264 Converted paper, paperboard products

**ECUADOR**—Toilet paper, paper napkins.

paper handkerchiefs, related goods. Catalogs requested with offers. Direct purchase and agency. Antonio Escobar Gavilanez (merchant, importer), Calle Chile 1349, Quito. WTD 8/31/65.

**GERMANY**—Paper, envelopes, tablets, related office and stationery store supplies, novelties. Bregazzi & Nega (importer, wholesaler), Hallerstrasse 81, Hamburg 13. WTD 11/13/64.

### 281 Industrial chemicals

● **CHILE**—Sodium fluoride, 57,000 kg., and sodium fluosilicate (sodium silicofluoride), 576,500 kg. Bidder must be legally represented in Chile. Copy of tender in Spanish. Tender No. 1-10-65, bid deadline Sept. 29. Servicio Nacional de Salud (National Board of Health), Avenida Matta 644, Santiago de Chile.★ (Telephone: 202-WO 7-3468).

**ECUADOR**—Cyclic resins; phenol; coal tar intermediates; finished coal tar products; industrial chemicals, organic and inorganic acids and anhydrides; methanol, ethylene, butanol alcohols; ethyl and propyl alcohols; acetone, butyl acetate; collecting reagents, caustic potash; sodium compounds; sodium ash, bicarbonate of soda, chromates, cyanide. Chemical specialties: adhesive cement; DDT extracts; herbicides, fungicides, insecticides; essential synthetic oils; natural and synthetic odoriferous chemical products; pectin and preparations; disinfectants; chemical compounds for textile industry, tanneries, metalworking plants; water softeners; anti-knock compounds. Requests catalogs with quotations. Dr. Walter Soyka, Industrias Akios (manufacturer, wholesaler, retailer, exporter), Calle Gorivar 250, P.O. Box 219, Quito. WTD 7/1/64.

Coal tar and other cyclic chemical products; crude and refined coal tars, other cyclic tars; hypochlorite of calcium, potassium hydroxide; sodium compounds, silicates; sodium chromates; copper sulphate; active organic surface agents and detergents; specialty cleaning and washing compounds; disinfectants; chemical compounds for textile, leather, metalworking industries; water softeners, anti-knock compounds. Catalogs requested with offers. Direct purchase and agency. India (Cia. Anonima Industrial y Agricola) (importer), P.O. Box 2448, Quito. WTD 2/10/65.

Organic and inorganic acids and anhydrides; crude and refined glycerine; butyl acetate; acetone; calcium hypochlorite; sodium bicarbonate; soda ash. Chemical specialties: DDT extracts; organic surface agents; synthetic essential oils; pectin and preparations; odoriferous compounds for perfumery use; animal charcoal; decolorizing and deodorizing carbons. Requests replies in Spanish, catalogs. Casa Industrial Farmaceutica C.A. (CIFSA) (manufacturer), Casilla Postal 2436, Quito. WTD 8/31/65.

**FINLAND**—Chemicals, related raw materials, for use in iron, steel fabrication. Requests full details, prices, terms. Direct purchase or agency. Oy Tesla Ab (importer, wholesaler, agent), Runeberginkatu 40B, Helsinki. WTD 1/15/65.

**GREECE**—Chemical raw materials for pharmaceutical industries. Requests quotations cif Piraeus. Direct purchase and exclusive agency. Bitepan N. Pachopou & Co. (importer, wholesaler, sales agent), P.O. Box 1074 Omonia, Athens. WTD 12/21/64.

**PAKISTAN**—Direct dyes, indanthrene. Premier Cloth Mills Ltd. (importer, manufacturer), Lyallpur, West. WTD 8/27/65.

Chemicals used in cottonseed oil, mustard seed oil and rice bran oil refining. Universal Industries Ltd. (manufacturer), Shah Alam Market, Lahore, West. WTD 8/30/65.

### 282 Synthetic materials

**FINLAND**—Industrial chemicals, other raw materials for plastics industry use. Requests full details, prices, terms. Direct purchase or agency. Oy Tesla Ab (importer, wholesaler, agent), Runeberginkatu 40B, Helsinki. WTD 1/15/65.

### 283 Drugs

**BELGIUM**—All kinds of pharmaceutical products for human use. Direct purchase and/or agency for Belgium and Luxembourg. Laboratoires D.T.P. (importer, agent), 203 Rue Victor Hugo, Brussels 4. WTD in preparation.

**PAKISTAN**—Dehydrated culture media and ingredients. Ajmal Brothers Corp. (importer, distributor), Opp. Masjid Pipal Vehra, Alamgir Market, Lahore, West. WTD 5/9/65.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**ECUADOR**—Cosmetics and toilet preparations, all kinds; toilet soap; toilet articles. Catalogs requested with offers. Direct purchase and agency. Antonio Escobar Gavilanez (merchant, importer), Casilla Postal 3050, Quito. WTD 8/31/65.

**FINLAND**—Hair dyes, tonics, bleaches, related items, for beauty parlor use. Requests full details, prices, samples if available. T:mi Lonka (manufacturer, importer, distributor), Puutarhakatu 17, Turku. WTD 8/25/65.

**ITALY**—Animal and vegetable fats, colophony, other related material for soap industry; first class and medium grades desired; 3,000 to 5,000 m.t. per year; goods to be shipped in bulk. Direct purchase and agency. Saponerie San Marco S.p.A. (manufacturer, importer, exporter), 15/35 Piazza della Vittoria, P.O. Box 375, Genoa. WTD 3/10/65.

**PAKISTAN**—Softening agents, wetting agents. Premier Cloth Mills Ltd. (importer, manufacturer), Lyallpur, West. WTD 8/27/65.

### 285 Paints, varnishes, lacquers, enamels

**FINLAND**—Industrial raw materials, chemicals, related products for paint industry use. Requests full details, prices, terms. Direct purchase or agency. Oy Tesla Ab (importer, wholesaler, agent), Runeberginkatu 40 B, Helsinki. WTD 1/15/65.

### 287 Agricultural chemicals

**SOUTH AFRICA**—Gibberellic acid or Gibberellin A3 ($C_{19}H_{22}O_6$). Herzberg Chemical Corp. (Pty.) Ltd. (importing distributor), Section & Natal Streets, Paarden Eiland, Cape Town. WTD 8/23/65.

### 289 Chemical products

**FINLAND**—Chemicals, related raw materials, for water purification purposes. Requests full details, prices, terms. Direct purchase or agency. Oy Tesla Ab (importer, wholesaler, agent), Runeberginkatu 40 B, Helsinki. WTD 1/15/65.

**GERMANY**—Chemicals for pharmaceutical, biochemical and related industries; reagent grade chemicals for scientific purposes. Serva Entwicklungslabor von Grothe & Co. (manufacturer, importer, exporter, wholesaler), 69 Heidelberg/Neckar, Roemerstrasse 118. WTD 8/17/65.

**GREECE**—Reagents, chemicals for conducting blood group tests and related products. Importer-wholesaler-sales agent requests replies with cif Piraeus price quotations. Direct purchase and exclusive agency for participation in public bidding contests. Bitepan E. Pachopou & Co., P.O. Box 1074, Omonia, Athens. WTD 12/21/64.

### 299 Products of petroleum, coal

● **VIET-NAM**—40 m.t. of grade A metallurgical coke, ash 9% max., volatile matter 1.5% max., fixed carbon 85.5% min., sulfur 0.8% max., size 90% 3″ min. Tender no. 1887-16085, bid deadline Sept. 29. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Cable bid accepted if formal bid is airmailed at same time.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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### 306 Fabricated rubber products

**FINLAND**—Hair clips, preferably 10-12 cm long; hair curlers, related items, for beauty parlor use. Requests full details, prices, samples if available. T:mi Lonka (manufacturer, importer, distributor), Puutarhakatu 17, Turku. WTD 8/25/65.

### 311 Leather, tanning, finishing

**FINLAND**—Suede leather for use in making women's apparel. Requests full details, prices, terms, samples. Turkisvarasto Oy (manufacturer, importer), Helsinginkatu 1, Helsinki. WTD 8/31/65.

### 322 Glass, glassware

● **IRAQ**—Glass tubes, various quantities and dimensions; cork plugs. Tender No. 65/Prod/4/16, bid deadline Oct. 16. Copies of specifications available from Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.

### 331 Steel mill products

● **INDIA**—3,418 steel tires for steam locomotives. Tender No. WTA-5 of 1965, bid deadline Oct. 21. Director, Railway Stores, Railway Board, Rail Bhawan, Raisina Rd., New Delhi. Tender documents available for a non-refundable fee of $2.10 each (payable in advance) from India Supply Mission (Ref. No. D/ENQ/1856), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● Railway frogs and switches. Tender No. 501/11/084/21-7-65, bid deadline Oct. 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1860), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Tender fee (not refundable) $10.50 each, payable in advance; drawings included. A single copy of the documents may be examined only in Rm. 4222, Iron & Steel Div., BDSA, Department of Commerce, Washington, D.C.

● **NEW ZEALAND**—2,900 tires and 278 wheels for railway. Tender No. NZR—65/627, bid deadline Oct. 20. Comptroller of Stores, New Zealand Railways, Private Bag, Wellington. Copies of specifications available from

New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C. 20036. A set of tender documents and drawings may be examined in Rm. 4222, Iron & Steel Div., BDSA, Department of Commerce, Washington, D.C.

**NORWAY**—Steel sheets, rigidized, also patterned, length 2,000 mm., width 1,000 mm., gages 1-0.5 mm. P. Schreiner Sen & Co. A/S (importer, wholesaler, agent), 1 Stenersgate, Oslo. WTD 3/19/65.

**PAKISTAN**—Tin plate, value $75,000. Universal Industries Ltd. (manufacturer), Shah Alam Market, Lahore, West. WTD 8/30/65.

● 269 m.t. of ferrosilicon, 70-75% silicon. Tender No. P5/170/1-65, bid deadline Sept. 28. Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore.★ (Telephone: 202-WO 7-2284).

**THAILAND**—Rerollable scrap iron and steel, ship plate preferred; 3′ x 1′ x ⅜″ min. dimensions. Iron & Steel Bar Industry Corp. (manufacturer, wholesaler), 687/2 Burapa Palace, Bangkok. WTD in preparation.

## 333 Primary smelting, refining of nonferrous metals

**BELGIUM**—Nonferrous metal scrap. Direct purchase and/or agency. Societe de Metaux Felix Finkelstein S.A. (importer, exporter, wholesaler), 55 Rue des Goujons, Brussels 7. WTD in preparation.

## 335 Rolling, drawing, extruding of nonferrous metals

● **IRAN**—Babbit 14,000 kgs. 5-10%. Tender No. 44/102, bid deadline extended from July 26 to Dec. 1. Iranian State Railway, Tehran. (INTERNATIONAL COMMERCE, May 31, p. 43).

## 342 Cutlery, hand tools, general hardware

**BELGIUM**—Small hand tools, all kinds; general hardware. Union des Quincalliers de Belgique S.C. (importer), 31/33 Breughelstraat, Antwerp. WTD 8/25/65.

**ECUADOR**—All types of shelf, builders', furniture and miscellaneous hardware; padlocks and similar closures. Catalogs requested with offers. Direct purchase and agency. Rafael I. Pozo (importer, distributor, agent), Calle Guayaquil 645, P.O. Box 629, Quito. WTD 9/2/65.

## 343 Heating apparatus, plumbing fixtures

**BELGIUM**—Gas and electric radiant heating panels. Direct purchase or agency for Belgium, France, Germany, other Common Market countries. La Magneto Belge S.A. (importer, manufacturer), 123/127 Rue Marconi, Brussels 18. WTD 8/23/65.

## 344 Fabricated structural metal products

● **IRAQ**—Construction and supply of one elevated service tank in Badrah (Kut Province), tender No. 44, bid deadline Nov. 2; one similar type bank at Mishkhab (Diwaniya Province), tender No. 45, bid deadline Nov. 2. Terms and specifications may be obtained for each separate unit upon payment of $8.40 per copy, plus airmail charges to the U.S. from the Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad.

## 349 Fabricated metal products

● **GREECE**—Supply of 22 rubber seated, cast iron valves: 10 valves, 24″; 6 valves, 36″; 2 valves, 42″; 4 valves, 60″. Tender No. 1219, no bid deadline has been established. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-5589).

● **UAR**—Supply of 35 cast iron, fullway sluice valves, with working pressure of 5 Kgs/cm². Bid deadline Oct. 31. The Egyptian Starch & Glucose Manufacturing Co., Mostorod, Cairo.★ (Telephone: 202-WO 7-5589).

## 351 Engines, turbines

● **CHILE**—Supply and erection of one thermo-electric plant, including turbo-generator rated at 120 to 125 mw., sea water cooled condenser, coal fired boiler, coal and ash handling plant, high voltage yard and auxiliary equipment to be installed at the Bocamina Steam Power Station located next to the Schwager Coal Mines, in the Gulf of Arauco, Concepcion Province. No tender No. available, bid deadline Dec. 1. Specifications available during September from Empresa Nacional de Electricidad S.A., ENDESA, Ramon Nieto 920, P.O. Box 1392, Santiago. Preliminary general information available from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

## 353 Construction, mining, materials handling machinery

**BRAZIL**—Earth moving, road building, soil drilling, sounding, civil construction machinery, equipment; engineering company desires to import for own use and for distribution, also to act as representative. Requests catalogs, literature. Sondotecnica Engenharia de Solos S.A., Avenida Graca Aranha 226, 9° andar, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 8/24/65.

Construction machinery and equipment; desires to act as representative. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

● **CEYLON**—One power crane, crawler mounted, minimum lift capacity 8 tons at 12 ft. radius; 2 power cranes, mobile carrier mounted, 6 ton capacity. Bid deadline Nov. 3. Colombo Port Commission, Colombo. Documents available on nonrefundable payment of $3.15 on written application from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **GUATEMALA**—One ditching machine. Tender No. 5-65, bid deadline Sept. 30. Municipalidad de Guatemala, Secretaria Municipal (60. piso), Palacio Municipal, Guatemala City. Specifications, in Spanish, available from the Secretaria Municipal.

● **NEW ZEALAND**—3 drill rigs; capable of drilling 100 ft. with 4″ O.D. augers or 200 ft. with "N" drill rods, using top drive (hydraulic motor) rotary drill head, preferably 2 speed forward and reverse, with vertical and angle drilling. Tender No. SMQ 6041 78/32, bid deadline Sept. 30. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Documents available from New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St., NW., Washington, D.C. 20036.

**THAILAND**—Electric passenger elevators. Direct purchase and agency. Num Lee Timber Ltd. Partnership (importer, exporter), 72/12-14 Damrongrak Rd., Phanfa, Bangkok. WTD 4/26/65.

## 354 Metalworking machinery

● **IRAQ**—Hydraulic press, 25 ton capacity, 600 mm stroke; surface grinder, 400x200 mm table; lathes (2), 400 mm max distance between centers, 102 mm between bed and center, 80 mm max. dia. of workpiece; tool grinder, 150x60x20 mm wheel, max. cross center of tool 30x30 mm; vertical drilling machine for drilling holes 4 mm to 25 mm dia. Tender No. 1965/Prod/1/20, bid deadline Oct. 5. Tender documents available from the Military Attache, Iraqi Embassy, 3510 Garfield St., NW., Washington, D.C.

● **SUDAN**—Slotting machine, 18″ stroke, 11/101 strokes per minute, 16⅜″ x 12″ table size, 20½″ longitudinal travel. Tender No. 3229, bid deadline Oct. 7. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5652).

## 355 Special industry machinery

**AUSTRALIA**—Brick making machinery. Homes Guarantee & Investment Co., Ltd. (real estate developers), 11 Bay St., Double Bay, N.S.W. WTD 8/31/65.

**BRAZIL**—Food products and beverage manufacturing machinery; textile machinery; woodworking machinery; leather working machinery. Desires to act as representative. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

**COSTA RICA**—Firm seeks complete equipment to establish small furniture manufacturing plant. Desires sanding, finishing, assembly and plywood press machinery, air compressor, rip saw, lathe, dry kiln. Requests replies in Spanish. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Box T.O. 11-TLM Washington, D.C. 20230.

**HONDURAS**—Machinery and parts for manufacture of all kinds of candles. Requests replies in Spanish. La Equitativa de San Pedro Sula, S.A. (manufacturer), 12 Calle S.O. N° 2, P.O. Box 33, San Pedro Sula. WTD 8/12/65.

**PAKISTAN**—Textile machinery spares. Premier Cloth Mills Ltd. (importer, manufacturer), Lyallpur, West. WTD 8/27/65.

Edible oil refining plant for rice bran oil, cottonseed oil, mustard seed oil. Quotation by Nov. 15, or earlier. Universal Industries Ltd. (manufacturer), Shah Alam Market, Lahore, West. WTD 8/30/65.

Peanut processing and hydrogenation plant for vegetable oil/solvent extraction; capacity 25/30 tons per 24-hour day. Plant to include cold storage, shelling, solvent extraction, hydrogenation, auxiliary machinery such as boiler and electrolyzer. Power a.c., 440 v., 3 phase, 50 cycles. The Industrial Machine Pool (importer, distributor), 132/4, Temple Rd., Lahore, West. WTD 8/23/65.

● **SUDAN**—Complete box knockout grid and sand cleaning preparation and handling plant. Tender No. 3250, bid deadline Sept. 28. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5652).

● **UAR**—Bakery machinery for expansion of the Bisco-Misr biscuit plant—supply and erection of two biscuit lines. Tender No. 7/65, bid deadline Dec. 27. The General Organiza-

tion for Industrialization, 6 Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

● Machinery and equipment to increase milling capacity of 8 flour mills. Bid deadline Feb. 1966. General Organization for Flour Mills, Rice Mills & Bakeries, 6 Midan El Falaki, Cairo.★ (Telephone: 202-WO 7-5589).

### 356 General industrial machinery

**BRAZIL**—Machinery and equipment for ceramic industry; desires to act as representative. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

● **EL SALVADOR**—Various quantities of electric generators, pumps, steel pipes, heavy tools, cables; water works equipment. Tender No. IM 27/65, bid deadline Sept. 30. Bidders must be legally represented in El Salvador. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

● **UAR**—Supply of centrifugal pumps and stop valves of various sizes and quantities. Bid deadline Oct. 31. The Egyptian Starch & Glucose Manufacturing Co., Mostorod, Cairo.★ (Telephone: 202-WO 7-5589).

### 358 Service industry machines

**GERMANY**—Water treatment equipment such as water softeners and water ionization equipment for electrodialyzing process. Serva Entwicklungslabor von Grothe & Co. (manufacturer, exporter, importer, wholesaler), 69 Heidelberg/Neckar, Roemerstrasse 118. WTD 8/17/65.

**THAILAND**—Air conditioners: central station self-contained; packaged, room; current 220 v., 50 cycles. Direct purchase and agency. Num Lee Timber Ltd. Partnership (importer, exporter), 72/12-14 Damrongrak Rd., Phanfa, Bangkok. WTD 4/26/65.

### 361 Electric transmission, distribution equipment

● **ECUADOR**—Supply of 9,250 single and polyphase watthour meters and replacement parts. Bid deadline Oct. 4. Terms and specifications in Spanish. Senor Subgerente General de Empresa Electrica Quito, (Concurso de Medidores—Etapa Cumbaya), Casilla 473, Quito.★ (Telephone: 202-WO 7-2939).

● **GREECE**—Supply of 330 miscellaneous 22 kv. current and voltage transformers. Tender No. PAP 2221, bid deadline Oct. 22. Public Power Corp. (DEH), Athens—Piraeus Division, 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4242).

● Supply of two 60,000/66,000 kva. 3 phase, 50 cycle power transformers; 7-22 kv.-1400 amp. voltage regulating transformers and miscellaneous accessories. Tender No. PAP 2067, 2066A, bid deadline Oct. 15. Public Power Corp., Athens—Piraeus Division, 83-85 Academias St., Athens.

● Supply of 15 3 phase, 50 cycle, 9000 kva. transformers. Tender No. PAP-2066, bid deadline Sept. 30. Public Power Corp., Athens—Piraeus Division, 83-85 Academias St., Athens. Copy of tender document and specification available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **IRELAND**—Supply of two 3-phase, 50 cycle, 38 kv. voltage regulators equipped with control panels. Tender No. ENQ. 9131/PS, bid deadline Oct. 28. Purchasing Officer, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin. Copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

**PAKISTAN**—Automatic voltage stabilizers (regulators) for domestic use; 220 v., single phase, a.c., 50 cycles; 440 v., three phase, a.c., 50 cycles. Transformers, 11 to 132 kv. The Industrial Machine Pool (importer, distributor), 132/4 Temple Rd., Lahore, West. WTD 8/27/65.

● **THAILAND**—Supply of one automatic oil circuit recloser, heavy duty outdoor type, three phase, three pole, 400 amps. continuous current rating, 4000 amps. interrupting rating, 50 cycle, 14.4 kv. Tender No. YEA 38/2508, bid deadline Sept. 30. The Yanhee Electricity Authority, Rama VI Bridge, Bangkok.★ (Telephone: 202-WO 7-4241).

● Supply of one 69 kv, 1200 amp., 1500 mva. outdoor power circuit breaker; miscellaneous distribution transformer equipment; 69 and 115 kv. 600 amp. gang operated horn gap and disconnect switches; 22, 69 and 115 kv. hook operated power fuse disconnects. Tender No. YEA-S-20, bid deadline Oct. 5. The Yanhee Electricity Authority, Rama VI Bridge, Bangkok. Tender documents and specifications available for $10 nonrefundable payment per set from Electricity Authority, c/o Engineering Consultants, Inc., 1901 South Navajo St., Denver, Colorado 80223. (Telephone: 202-WO 7-4241).

● **TRINIDAD, W.I.**—Supply of 33 kv. outdoor switchgear. Bid deadline Sept. 30. Specifications obtainable from the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

### 362 Electrical industrial apparatus

**PAKISTAN**—Diesel generator sets, 120 kw. The Industrial Machine Pool (importer, distributor), 132/4 Temple Rd., Lahore, West. WTD 8/23/65.

● **VENEZUELA**—Delivery and installation of three 400 kv. electric substations for Guri, El Tigre and Santa Teresa, bid deadline Oct. 25. Information may be obtained from Gerencia de Operacion, C.V.G. Electrificacion del Caroni C.A. (EDELCA), Avenida La Estancia, Edeficio La Estancia No. 10, Oficina No. 170, Caracas. Correspondence preferred in Spanish.

### 363 Household appliances

**AUSTRALIA**—Refrigerators, stoves, ovens, hot water heaters, washing machines, clothes dryers. Homes Guarantee & Investment Co. Ltd. (real estate developers), 11 Bay St., Double Bay, N.S.W. WTD 8/31/65.

### 364 Electric lighting, wiring equipment

● **SUDAN**—Supply of 500 fluorescent fittings complete with channel and single 40 W. tube, choke and starter, suitable for operation from 240 v., 50 cycles. Tender No. 3333, bid deadline Oct. 6. Sudan Railways, Stores Dept., Atbara.★ (Telephone: 202-WO 7-5345).

### 365 Radio, television receiving sets

**JAPAN**—Phonograph records. Requests price lists. San-Ei Shoji Co., Ltd. (importer, exporter), 1-1 Higashi-Motoshige-cho, Naka-ku, Nagoya. WTD 8/30/65.

### 366 Communications equipment

● **PAKISTAN**—Supply of transistorized carrier terminal and repeater equipment. Tender No. Pur5-5/65/638, bid deadline Sept. 30. Purchase Coordinating Officer, Directorate General of Telegraph & Telephone, 48-A, Sharah Iraq, Pakistan Secretariat, Karachi.★ (Telephone: 202-WO 7-4823).

### 369 Electrical machinery, equipment, supplies

● **IRAQ**—Supply of 30,000 sockets for dry battery production. Tender No. 65/Prod/4/14, bid deadline Oct. 19. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5345).

### 372 Aircraft, parts

**JAPAN**—Flight simulation trainer. Direct purchase and agency. Marubeni-Iida Co., Ltd. (importer, exporter, wholesaler), Aircraft Section No. 1, Ohtemachi Bldg., 4 Ohte-machi 1-chome, Chiyoda-ku, Tokyo. WTD 10/9/64.

**SOUTH AFRICA**—All types of aircraft parts and accessories. Direct purchase and agency. Grand Central Flying Services (Pty) Ltd. (importer, retailer, agent), P.O. Box 9563, Johannesburg. WTD 8/10/65.

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**Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.**

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### 374 Railroad equipment

● **SOUTHERN RHODESIA**—Supply of 240 highsided freight cars, with wheels, trucks and bearings. Tender No. 6525:024, bid deadline Oct. 25. Specifications available from Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo. Quotations requested for cash purchase, hire purchase agreement and hire arrangement.

● **TAIWAN**—Supply of 22 mainline diesel-electric locomotives with spares, 3′ 6″ gage, approx. 1,300 hp. and 21 branch line diesel-electric locomotives, with spares, 3′ 6″ gage, approx 875 hp. Tender No. IB-0003-A, bid deadline Oct. 4. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Global tender with financing by IBRD loan. Copy of specifications, with drawings, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● Supply of 12 diesel-electric locomotives with spare parts, 2′ 6″ gage, approx. 600 hp. Tender No. IB-0003-B, bid deadline Oct. 4. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Copy of specifications, with drawings, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

### 381 Engineering, laboratory, scientific, research instruments

**FINLAND**—Technical, scientific, electronic instruments, equipment, apparatus for chemi-

cal laboratories or hospitals. Electronic instruments, apparatus for nuclear physical laboratory use. Requests full details, brochures, price lists, terms. Direct purchase or agency. Laakintasahko Oy (importer, wholesaler, agent), Mikonkatu 13A, Helsinki. WTD 8/30/65.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**FINLAND**—Chemical industry, chemical laboratory testing equipment, instruments, apparatus. Requests full details, brochures, price lists, terms. Direct purchase or agency. Laakintasahko Oy (importer, wholesaler, agent), Mikonkatu 13A, Helsinki. WTD 8/30/65.

**ISRAEL**—Electronic equipment for scientific and industrial uses; industrial controllers—pressure, temperature, flow; telemetric equipment. Direct purchase and exclusive agency. Requests catalogs, price lists. Joseph Pekelman Import Trading House, 2 Zevulun St., P.O. Box 1278, Tel Aviv. WTD 8/31/65.

**PAKISTAN**—Gas chromatographs, spectrometers, other instruments used in scientific research. Ajaml Brothers Corp. (importer, distributor), Opp. Masjid Vehra, Alamgir Market, Lahore, West. WTD 5/9/65.

### 384 Surgical, medical, dental instruments, safety devices

**ECUADOR**—Surgical, orthopedic, prosthetic appliances, supplies; hospital instruments, supplies. Catalogs requested with offers. Direct purchase and agency. Antonio Escobar Gavilanez (merchant, importer), Casilla Postal 3050, Quito. WTD 8/31/65.

**FINLAND**—Medical equipment, apparatus, instruments for hospital or clinic use. Requests full details, brochures, price lists, terms. Direct purchase or agency. Laakintasahko Oy (importer, wholesaler, agent), Mikonkatu 13A, Helsinki. WTD 8/30/65.

● **INDIA**—Supply of 6 sets of standard diving equipment suitable for operating for prolonged period under water to depth of about 150 ft., complete with all necessary accessories; supply of 44 selfcontained diving equipment capable of being used to depth of 100 ft., with all necessary accessories. Tender No. 223/43/002/8-7-1965/PL, bid deadline Oct. 15. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $2.10 per copy from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Ref. No. D/ENQ/1859. Copy of tender documents available for review from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

**JAPAN**—Operating and examining tables designed especially for accident victims; training and exercising devices for convalescents. Direct purchase and agency. Fujimoto Medical Industry Co., Ltd. (wholesaler, importer, exporter), 19 Kanda Kaji-cho 1-chome, Chiyoda-ku, Tokyo. WTD 7/2/65.

**PAKISTAN**—Instruments for advanced scientific research. Ajmal Brothers Corp. (importer, distributor), Opp. Pipal Vehra, Alamgir Market, Lahore, West. WTD 5/9/65.

### 385 Ophthalmic goods

● **CHILE**—Supply of 79,600 pairs of ophthalmic lenses of assorted sizes, shapes and strength. Tender No. 1-9/65, bid deadline Sept. 28. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Servicio Nacional de Salud (National Board of Health), Avenida Matta 644, Santiago de Chile.★ (Telephone: 202-WO 7-2939).

### 394 Toys, amusements, sporting goods

**SOUTH AFRICA**—Games, toys, dolls, stuffed toy animals. Krish Commercial Agencies (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 395 Pens, pencils, office, artists' materials

**GERMANY**—Newly developed color markers, felt pens, artists' and office supplies and equipment, novelties. Bregazzi & Nega (importer, wholesaler), Hallerstrasse 81, Hamburg 13. WTD 11/13/64.

### 396 Costume jewelry, novelties, buttons, notions

**SOUTH AFRICA**—All types of costume jewelry and novelties. Krish Commercial Agencies (sales, commission agent), P.O. Box 5073, Benoni, Transvaal. WTD 8/31/65.

### 399 Manufacturing industries

**FINLAND**—Beauty parlor products: nylon hair nets, permanent wave articles, hair clips, plastic hand fans for customers' use, spirit-stoves and lamps, related products. Requests full details, prices, samples if available. T:mi Lonka (manufacturer, importer, distributor). Puutarhakatu 17, Turku. WTD 8/25/65.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 220 Textile mill products

**BELGIUM**—Printed and other textiles of cotton, rayon or other synthetic fibers for women's dresses and men's light suits. Drapery fabrics, upholstery; wool, cotton, rayon. Agency for Belgium and Luxembourg. Mr. Jean Marx (agent), 161 Blvd. Brand Whitlock, Brussels 4. WTD in preparation.

### 222 Broad woven fabric mills, manmade fiber, silk

**GREECE**—Worsted Dacron, 52" wide, for men's suitings. Sales agent requests quotations cif Piraeus. Maison Mario M. Cove, 47 Eolou St., Athens. WTD 9/17/64.

### 228 Yarns, thread mills

**SOUTH AFRICA**—Yarns and textile fibers, all types. F. & H. Agencies (Pty) Ltd. (sales agent), P.O. Box 9989, Johannesburg. WTD 8/17/65.

### 264 Converted paper, paperboard products

**THAILAND**—Wide variety of wallpapers. Requests samples and prices. Teck Soon Seng Electric Co. Ltd. (importer, wholesaler, retailer), 664 Samyek Charoen Krung Rd., Bangkok. WTD in preparation.

### 281 Industrial chemicals

**GREECE**—Organic acids, anhydrides (phthalic, isophthalic, maleic, isophthaloyl chloride, fatty acids); solvents (ketones, ether alcohols, white spirits, mineral spirits); organic pigments and dyes; inorganic paints, ink pigments; litharge, amines, hydroquinones, antioxidants; inorganic salts (lithium, calcium chloride). Requests cif Piraeus competitive quotations, detailed specifications, samples if possible. Tesco Ltd. (sales agent), 4 Miltiades St., Athens 123. WTD 8/30/65.

**PAKISTAN**—Chemicals for textile industry. Requests quotations c&f Karachi. Amin Feroz & Co. (importer, agent), 120 Serai Rd., P. O. Box 4244, Karachi 2. WTD 11/3/64.

Chemicals for textile and paper industries. Requests quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd. (importer, agent), 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi 4. WTD 2/9/65.

Coal tar dyes. Requests quotations c&f Karachi. Jeyemby Dye Pigment Corp., Division of Jeyemby Combine (importer, agent), P.O. Box 4646, 62 Motan Bldg., Bunder Rd., Karachi 2. WTD 10/22/64.

### 282 Synthetic materials

**IRAQ**—Polyethylene, PVC, polystyrene raw materials. Mowaffak Drug Stores Co. (Division of Mohammed Taki Irani Sons Co.) (importer, wholesaler, contractor), Hamad Bldg., Mustansir St., Baghdad. WTD 11/23/64.

### 287 Agricultural chemicals

**PAKISTAN**—Insecticides, fungicides; fertilizers, all kinds. Requests quotations c&f Karachi. Jeyemby Dye Pigment Corp., Division of Jeyemby Combine (importer, agent), P.O. Box 4646, 62 Motan Bldg., Bunder Rd., Karachi 2. WTD 10/22/64.

### 331 Steel mill products

**ITALY**—Iron and steel scraps. Macfer di Maccio Mauro & C. Soc. in Acc. Sempl. (importer, wholesaler, exporter), Piazza Piccapietra 83/7, P.O. Box 216, Genoa. WTD 1/12/65.

### 335 Rolling, drawing, extruding of nonferrous metals

**PAKISTAN**—Power transmission cables. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

### 342 Cutlery, hand tools, general hardware

**BELGIUM**—Hand tools and accessories for garages, filling stations. Agency for Belgium. Beltracy S.A. (importer, agent), 37 Rue General Patton, Brussels 5. WTD in preparation.

### 353 Construction, mining, materials handling machinery

**PAKISTAN**—Scrapers, bulldozers. Requests quotations c&f Karachi. Group Marketing Ltd.

(importer, agent), Premier Insurance Bldg., P.O. Box 4144, Karachi. WTD 5/20/64.

### 354 Metalworking machinery

**BELGIUM**—All kinds of "do-it-yourself" power driven tools, portable. Agency for Belgium. Beltracy S.A. (importer, agent), 37 Rue General Patton, Brussels 5. WTD in preparation.

**PAKISTAN**—Lathes, shapers, drilling and grinding machines. Requests quotations c&f Karachi. Dean & Webber (importer, agent), Nelson Chamber, McLeod Rd., G.P.O. Box 259, Karachi. WTD 9/16/64.

### 355 Special industry machines

**IRAQ**—Extrusion molded and injection molded polystyrene plastic machinery. Mowaffaq Drug Stores Co. (Division of Mohammed Taki Irani Sons Co.) (importer, wholesaler, contractor), Ameen Square, Rashid St., Baghdad. WTD 11/23/64.

### 356 General industrial machinery

**PAKISTAN**—Air compressors, portable and stationary. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

### 362 Electrical industrial apparatus

**PAKISTAN**—Motor generator sets and parts. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

Generators, alternating current, 2000 kw. and over. Requests quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd. (importer, agent), 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi 4. WTD 2/9/65.

### 365 Radio, television receiving sets

**PAKISTAN**—Tape recorders, commercial. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

### 366 Communication equipment

**PAKISTAN**—Transmitters and receivers, H.F. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

### 381 Engineering, laboratory, scientific, research instruments

**PAKISTAN**—Geological instruments. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

Electronic instruments for use in laboratories. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co. Ltd. (importer, agent), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

Laboratory instruments and equipment. Requests quotations c&f Karachi. I. & S. Corp. (importer, agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

### 384 Surgical, medical, dental instruments

**GREECE**—Complete deep sea diving equipment including divers' suit for underwater operations at depths of 40 to 60 fathoms. Direct purchase and agency. Androutsos Bros. & Co. (importing distributor), 21 Platia Omonias, P.O. Box 448, Athens. WTD 5/8/64.

## Iraq extends bid deadline

The Government of Iraq has extended the bid deadline for the construction of a new unified water supply system for the glass and ceramic factories and the Al-Warrar Army Camp in Ramadi from Sept. 7 to Oct. 5. (INTERNATIONAL COMMERCE, June 28, p. 69).

# Leads for Importers

### 203 Canning, preserving foods

**BRAZIL**—Canned heart of palm, guava paste, fruits in syrup, sardines, lobster, caviar; desires to contact distributors or well-established agents. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

### 208 Beverage industries

**BRAZIL**—Brazilian wines and champagne; desires to contact distributors or well-established agents. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 8/1/65.

### 209 Food preparations

**MAURITIUS**—Seeks U.S. importers for first grade Mauritian tea. Direct sale and agency. Gujadhur (Mauritius) Ltd. (exporter), P.O. Box 518, Sir Celicourt Antelme St., Port Louis. WTD 5/25/65.

### 251 Household furniture

**BRAZIL**—High quality wooden household furniture of original design. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

### 284 Lotion

**FINLAND**—Anti-dandruff lotion, trademarked Pyrenin PC-87, a newly developed product. Also available for export in concentrated form for bulk shipment. Brochures and samples available upon request. Exclusive distributor arrangements will be considered. T:mi Lonka (manufacturer, exporter, importer), Puutarhakatu 17, Turku. WTD 8/25/65.

### 316 Luggage

**BRAZIL**—Granulated cowhide luggage; desires to contact distributors or well-established agents. Brasil Representacoes Empreendimentos S.A. Bresa (agent), Avenida Graca Aranha 174, 6° andar, grupo 617, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/1/65.

### 599 Retail stores

**JORDAN**—Religious goods and souvenirs from the Holy Land. The Holy Land Trading Co. (importers, exporters), P.O. Box 78, Bethlehem. WTD 8/25/65.

# New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August.*

American Firms Subsidiaries and Affiliates—Norway.
Dry Goods and Clothing Importers and Dealers—Italy.
Feedstuffs Importers, Dealers and Manufacturers—Uruguay.
Fertilizers Importers, Dealers, Manufacturers and Exporters—Brazil.
Fertilizers Importers, Dealers, Manufacturers and Exporters—The Netherlands.
Leather and Shoe Findings Importers and Dealers—Italy.
Machinery and Equipment, Except Electrical Importers and Distributors—Australia.
Petroleum Products Importers, Dealers, Producers and Refiners—Iran.
Provisions Importers and Dealers—Pakistan.

## Korean firm seeks agent

A Korean firm is seeking a U.S. purchasing agent, preferably on the west coast, who would be able to consolidate orders for all types of building materials, electrical supplies, plumbing fixtures and fittings, heating and cooling equipment, and other contractors' supplies. Direct inquiries to Pan Korea Machinery Co., Ltd. (exporter, importer), I.P.O. Box 1116, Seoul. (WTD in preparation).

# Significant Awards

**AUSTRALIA**—The State Government of Western Australia has let a contract of more than £4,000,000 ($9 million) for additional work on the conversion of the trans-Australian railway line to a standard gauge (4′ 8½″).

The contract is for all work on the section of the east-west line from Merredin (170 miles east of Perth to Southern Cross, 70 miles further east on the way to Kalgoorlie) and for an entirely new standard gauge line from Southern Cross to the iron ore deposits at Koolyanobbing. The east-west line in Western Australia at present is 3′ 6″. The names of the contractors were not released.

**CANADA**—A list of firms awarded contracts by various Canadian Government agencies during June and July is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

**SOUTH AFRICA**—The tender for an underground parking garage and other facilities was awarded to S. M. Goldstein & Co. (Pty) Ltd., Johannesburg. The winning bid was R 1,391,-761.95 (1 S.A. Rand = $1.40).

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**BRAZIL**—Danilo Lopes, Elevadores Sur S.A., Rua Washington Luis No. 236, Porto Alegre, R.G.S., **interested in visiting factories and seeing equipment used in manufacture of elevators** and requesting technical information. Sept. 22 via Chicago for 10 days. Itinerary: Chicago c/o Conrad Hilton Hotel, New York c/o Statler Hilton Hotel. WTD in preparation.

**CEYLON**—Thomas Whittall, Mackie Stores, 265 Main St., Colombo 11, **interested in shirt pressing machines, export of brassieres to Ceylon, import of Ceylon shirts to U.S.** Late Sept. via New York for 2 weeks. c/o N. F. J. Swarte, Asst. Vice President, Singer Sewing Machine Co., Far East Division, 30 Rockefeller Plaza, New York 20, N.Y. Itinerary: New York; Westfield, Mass.; Los Angeles. WTD under revision.

**CHILE**—Edmundo Katz K., Avenida Sucre 2797, Santiago, **interested in visiting interior decoration firms** and requesting technical information. Sept. 10 via Los Angeles for 45 days. c/o Hotel Hollywood Plaza, Los Angeles, Calif. Itinerary: San Francisco; Los Angeles; Chicago; New York; Boston; Washington, D.C.; Miami. WTD 8/10/65.

**ENGLAND**—Walter Frederick Locke, F.P.T. Industries Ltd., The Airport, Portsmouth, Hampshire, **interested in entering into license agreement with manufacturers of rubber components.** Sept. 6 via New York for 3 weeks. c/o Don L. Weihe, Firestone Coated Fabrics, Ltd., 1200 Firestone Park Way, Akron, Ohio. Itinerary: New York; Buffalo; Akron; Washington, D.C.; Indianapolis; St. Louis; Los Angeles. WTD under revision.

P. J. Jarvis and R. S. Wood, representing G. D. Peters & Co. (Engineering, Ltd., Windsor Works, Slough, Buckinghamshire, interested in **seeking a license to manufacture and sell U.S. machinery for the plastics industry and discussing a cross-license arrangement for door control equipment.** Sept. 26 via New York for 14 days. c/o The Commodore Hotel, 42nd St., New York, N.Y. Itinerary: New York; Mystic, Conn.; Brunswick, N.J.; Nashua, N.H.; Taunton, Mass. WTD under revision.

**INDIA**—Anil D. Gandhi, representing EMCO Group of companies, EMCO Elektra Private Ltd., 94 Medows St., Fort, Bombay 1, **interested in collaboration for manufacture of slotted angles and silicon diodes in India and in exporting flexible metal tubings, apparel, spectacle frames, Indian footwear.** Sept. 27 via New York for 1½ months. c/o 277 Park Ave., New York, N.Y. 10017. Itinerary: New York, Chicago, St. Louis, Dallas, San Francisco, Los Angeles. WTD 5/5/65.

Jagdish Chand Agrawal, Deputy General Manager, Textile Machinery Corp. Ltd., Post Office Belgharia, District 24 Parganas, West Bengal, **interested in discussing possibilities of technical and financial collaboration for the manufacture of machine tools, particularly metal cutting machines.** Sept. 20 via New York for 2 weeks. c/o American East India Corp., 25 Broadway, New York, N.Y. 10004. Itinerary: New York, Chicago, Atlantic City. WTD 7/15/65 on Birla Brothers Private Ltd.

Major Deva Datta, Managing Director, E. R. Joseph & Co. Private Ltd., 9 Waterloo St., Calcutta 1, interested in **buying machine tools, metalizing and spray of plastics for tank lining, exporting Indian carpets and requesting technical information on plastic coating of iron and manufacture of steel grit abrasive.** First week of Sept. via New York for 2 months. c/o 165 Park Row, New York, N.Y. 10038. Itinerary: New York, Chicago, San Francisco. WTD under revision.

**NEPAL**—Gopal Rajbhandari, Mercantile Corp. of Nepal, 26 Juddha Sadak, Kathmandu, interested in **purchasing equipment for plywood plant and small unit to make automobile storage batteries, exporting Nepalese curios, oil seeds, raw and woven jute; requesting technical information on manufacture of storage batteries.** Sept. 18 via New York until Sept. 28. c/o Devendra Raj Upadhyaya, Permanent Representative of Nepal, UN Headquarters, New York, N.Y. Itinerary: New York, San Francisco, Honolulu, Seattle, Portland. WTD 8/16/65.

**SOUTH AFRICA**—S. B. Myers, General Manager, Garden Cities, Howard Place, Pinelands, C.P., **interested in developments in housing and town planning and contacting U.S. concerns engaged in high and low density housing developments and layout of communities.** Sept. 22 via Washington until Oct. 17. Itinerary: Sept. 22 Washington, D.C. c/o Congressional Hotel; Sept. 25 New York c/o Americana Hotel; Sept. 30 Toronto, Canada c/o Windsor Arms Hotel; Oct. 3 Los Angeles c/o Hollywood Roosevelt Hotel; Oct. 10 San Francisco. (WTD not applicable; government agency.)

Norman L. Summer, Chief Chemist, Consolidated Textile Mills Ltd., P.O. Box 17, Jacobs, Durban, **interested in contacting manufacturers of machinery for finishing and drying on a continuous basis tubular knitted fabrics (mainly cotton and viscose rayon) and machinery for continuous yarn dyeing of warps used in manufacture of denims.** Sept. 22 via New York for 14 days. c/o West 98th St., Apt. 7b, New York 25, N.Y. Itinerary: New York, Atlantic City, others as required. WTD under revision.

Don McLeod, Scottish Carpet Fitting Co. (Pty.) Ltd., 79 Moei St., Johannesburg, **interested in purchasing equipment and machinery for manufacture of carpets and visiting U.S. carpet manufacturers.** Sept. 14 via New York for 21 days. c/o Department of Commerce New York Field Office. Itinerary: New York; Boston; Philadelphia; Morton, Pa.; Chicago; Milwaukee; Oshkosh; Chattanooga; Greenville, S.C.; Washington, D.C.; New Orleans; Dalton, Ga.; Miami; San Francisco; Los Angeles. WTD 8/19/65.

Dr. William John Busschau, Gold Fields of South Africa Ltd., 75 Fox St., Johannesburg, **interested in manufacturing U.S. mining machinery in South Africa.** Sept. 23 via New York for 2 months. c/o Gold Fields American Corp., 280 Park Ave., New York, N.Y. 10017. Itinerary: New York, San Francisco, Las Vegas, Washington, St. Louis. WTD 7/28/65.

**SPAIN**—Federico Belausteguigoitia, Izar, S.A., Amorebieta, Vizcaya, **interested in visiting factories making metal cutting tools and automotive springs.** Sept. 15 via New York for 2-3 weeks. c/o Park Sheraton Hotel, New York, N.Y. Itinerary: New York, Chicago. WTD in preparation.

**SWEDEN**—Bengt Ericsson, Engineer, AB Bolinder-Munktell, Eskilstuna, **interested in visiting service department staff of governmental and private organizations able to provide information on up-to-date maintenance and service methods for agricultural and contractors' machinery and requesting technical information.** Sept. 23 via New York for 8 weeks. c/o Volvo Import Inc., 452 Hudson Terrace, Englewood Cliffs, N.J. Itinerary: New York; Chicago; Detroit; Peoria, Moline, Ill.; Birmingham, Mich.; Los Angeles. WTD in preparation.

Sven O. R. Arnegard, Factory Service Engineer, AB Bolinder-Munktell, Eskilstuna, **interested in visiting service department staff of governmental and private organizations able to provide information on up-to-date maintenance and service methods for agricultural and contractors' machinery and requesting technical information.** Sept. 20 via New York for 8 weeks. c/o Volvo Import Inc., 452 Hudson Terrace, Englewood Cliffs, N.J. Itinerary: Indianapolis, Ind.; Peoria, Ill.; Racine, Wisc.; Milwaukee; Rockford, Ill.; Akron, Ohio; Libertyville, Ill.; Los Angeles. WTD in preparation.

# Future Construction

**AUSTRIA**—The Austrian Oil Administration (OeMV) is studying plans for the construction of a **refinery** in the Graz area to process imported crude oil with an annual capacity of 2 million tons. This project is reported to be in an early preliminary stage.

**BERMUDA**—Scheduled new projects include an **addition to the Princess Hotel** with 99 more guest rooms (196 beds) costing about $1 million; **new construction,** including two more **diesel generating units,** for the Bermuda Electric Light Company to cost about $3 million, and a new **building** for the headquarters of the Bank of Bermuda at a cost in excess of $3 million.

**COLOMBIA**—A loan equivalent to $5.5 million to help finance a $16 million **industrial complex for the production of synthetic yarns and fibers** in Girardota, Colombia was approved by The Inter-American Development Bank.

The borrower is ENKA de Colombia, S. A., a private firm organized in September 1964 by a group of Colombian companies and the industrial group Algemene Kunstzijde Unie (AKU), of Arnhem, the Netherlands.

The loan proceeds will finance 71% of the foreign exchange costs of the machinery and equipment required by the project. ENKA will cover the remaining 29%, as well as the entire cost of the 50,000 acre site in the Department of Antioquia, construction of buildings and other improvements.

The facility will have a capacity to produce 4,070 tons of synthetic yarns and fibers per

year and will employ 574 people. It is expected to enter into production in 1967.

The installations will consist of three plants, one for the production of nylon and polyester yarns, another for the production of nylon cord for tires and a third for the production of polyester fibers and cables. The production process will be that employed in similar plants of AKU.

**ECUADOR**—The Quito Municipal Council has expressed an interest in consulting with firms specializing in the installation of waste (garbage) treatment plants with a view to the installation of such a plant in the City of Quito. **Write:** Dr. Enrique Ripalda, Presidente de la Comission de Higiene, Concejo Municipal de Quito, Quito, Ecuador.

The Ecuadorean firm Edificaciones y Almacenes Generales C. A. EDIALGE (WTD 4/2/65), has published a call for firms interested in constructing four new **concrete grain storage silo plants** to first establish to the satisfaction of EDIALGE their technical competence and economic and moral solvency. Documents must be received by 6 p.m. local time, Sept. 26 in the offices of EDIALGE at Edificio Cruz Roja, 6° piso, Apartado 2137, Quito, Ecuador.

**FINLAND**—A new **passenger air terminal** is planned for Helsinki's International Airport. It is anticipated that the air terminal will be constructed in two stages. The cost of the first project is estimated at Fmks 24 million (U.S. $7.5 million). The Finnish architectural firm, Arkkitehtitoimisto Keijo Strom-Olavi Tuomisto, Vatakuja 1 C, Helsinki, has been entrusted with the planning of the air terminal.

**JAPAN**—The Japanese National Railways is seeking approval from the Ministry of Transportation for **construction of the 160 km. section between Shin Osaka (Osaka) and Okayama, a part of the proposed broad-gauge New Sanyo Trunk Line** which will link Shin Osaka and northern Kyushu. The line, to be connected at Shin Osaka with the broad-gauge New Tokaido Line, will provide a through super-express service to cover the 1,100 km. distance between Tokyo and Kyushu at an average speed of 200 km. per hour.

**JORDAN**—The Kingdom of Jordan has invited tenders from qualified British and Jordanian contractors for the construction of **two dams** near the town of Shunat Nimrin on the eastern edge of the Jordan Valley, about 50 km. from Amman.

The dams will be of earth fill construction, about 26 meters high, 760 meters long, and 30 meters high by 500 meters long, respectively, with mass and reinforced concrete spillways, reinforced concrete valve towers and outlet works and a concrete lined tunnel. The construction of the dams is being financed by the British Government loan to Jordan.

**PERU**—A $33 million World Bank loan will help finance the **construction of a 302-mile road from La Oroya to Aguaytia,** a part of the trans-Andean Central Highway connecting the area of Lima and Callao to the headwaters of the Amazon River.

Reconstruction of the eastern and western ends of the Central Highway is now underway; the Government is improving the 118-mile section from Lima to La Oroya. The eastern section extending 106 miles from Aguaytia to Pucallpa on the Amazon River system is being partly financed by a previous Bank loan of $5.5 million. Development of the Pucallpa area has already been substantial, with the Government providing health services, schools, agricultural technical assistance and other incentives to settlement. Completion of the road section now being assisted by the Bank loan will generate further growth in the area.

Construction of the La Oroya-Aguaytia road, scheduled for completion in 1970, will be the responsibility of Ministry of Development & Public Works in Lima assisted by consultants.

Construction contracts will be awarded on the basis of international competitive bidding.

The Bank loan of $33 million includes $2.4 million for the continuation of advisory services to the Highway Department, a study of road users charges and engineering studies of other highway projects. Total cost of the project is estimated at the equivalent of $55.6 million, of which the Government will provide $22.6 million.

# Private enterprise is the pathway, speakers chorus at San Francisco

## International industrial outlook dissected during five days of meeting and talking; participants were from many lands

A glittering array of speakers drawn from the worldwide business, government and professional communities recently spent five days dissecting and analyzing the international industrial outlook. Their one over-riding conclusion: private enterprise provides the only really effective route to meaningful worldwide economic development.

The conference, which met in San Francisco Sept. 13-17, was jointly sponsored by the Stanford Research Institute and the National Industrial Conference Board.

Pedro Beltran, Peru's former Prime Minister and Minister of Finance, said:

"A generation ago a wave of statism swept Western Europe and in many places governments stepped into what had previously been the sphere of private enterprise. Today experience shows that this was a mistake. . . .

"Free enterprise since the end of the war has . . . done what many people thought was impossible, and the standard of living of the people has risen substantially.

"Japan is an eloquent example of what can be done . . . (by) creating an atmosphere where private initiative is astonishing the world with its achievements."

### Hurdles to investment

The session on "Obstacles to Private Foreign Investment" heard Lord Shawcross of the U.K.'s Shell Transport and Trading Co. say that "when we speak of obstacles to private foreign investment we do so more in sorrow than in anger. Some of the obstacles we must accept as imposed in the exercise of legitimate sovereign rights and imposed for what they are—as deliberate obstacles to private investment. Others, on the contrary, may have been created without a full appreciation of their consequences.

"Countries often are afraid that in the longer term, interest on the investment or the repatriation of profits earned from it will form undue drain on their currency: they fear that the industry developed may contribute to inflation in their home market and not lead to export earnings since they expect the more highly industrialized and efficient countries to hold the export markets.

"Very often these fears are ill-founded; foreign investors should—and this is part of the problem of communicating—show how their proposed plans will promote industrialization and efficiency and so encourage a competitive export trade. But where this is not so, the local government may understandably exercise its rights under international law in refusing to permit the establishment of some project financed from abroad."

## Jamaican economic climate to be discussed in Chicago at trade club panel meetings

"Jamaica—Safe Gateway to Important Foreign Trade" is the subject of a late afternoon seminar to be sponsored by the International Trade Club of Chicago Sept. 30 in the Jade Room of the Sherman House.

Panel members include Carroll C. daCosta, director and chief executive officer, Jamaica Industrial Development Corp., Kingston, Jamaica; H. Randall, deputy general manager, international division, Bank of Nova Scotia, Toronto, Canada; and David R. Macdonald, partner, Baker, McKenzie & Hightower, Chicago.

The panelists will discuss political and economic climate, new business opportunities, U.S. tax considerations and Jamaican tax incentives.

The meeting, to be held from 3 to 5 p.m., is open to the public free of charge.

# New Books and Reports

***American Register of Exporters and Importers: 1965-66.* Published by the American Register of Exporters and Importers Corp., New York. 747 pp. $15 (Overseas: $16 postpaid.)**

The Directory is intended to provide information which will enable foreign firms to select individual sources in the U.S. where they may obtain particular materials, products or services.

It contains product indexes in English, French, German and Spanish; 642 pages of product listings; a list of American chambers of commerce in foreign countries; banks and buying agencies in world trade; custom house brokers; foreign chambers of commerce, embassies and trade associations in the U.S.; means of financing foreign trade; freight forwarders, freight storage and insurance; manufacturers export agents; packers for export; steamship services; and travel agents and services.

**Write:** American Register of Exporters and Importers Corp., 90 West Broadway, New York, N.Y. 10007.

***Foreign Aid Through Private Initiative: Report of the Advisory Committee.* Published by the Agency for International Development, Washington. 57pp. Free.**

This report contains the findings of the nine-member committee established by the Foreign Assistance Act of 1963. The group makes 33 specific recommendations for broadening the scope of non-governmental U.S. efforts to speed the development process around the world. The recommendations cover the broad areas of private enterprise and foreign aid; the flow of direct investment; the flow of finance capital; developing human resources; and some issues of organization.

**Write:** Information Staff, Agency for International Development, Washington, D.C. 20523.

***European Free Trade Association Rules of Origin.* By S. A. Green and K. W. B. Gabriel. Published by the EFTA Secretariat, Geneva. 58pp. $1.**

This booklet attempts to explain the EFTA rules for establishing the national origin of goods whose production processes take place in several countries. It represents the position as of July 1965. Changes are made in the origin rules from time to time and the details of such changes are published in the EFTA Bulletin and the Official Journals or other appropriate publications of the EFTA countries.

**Write:** McGraw-Hill, Inc., ITS Distribution Unit, 330 West 42nd St., New York, N.Y. 10036.

## NATO business

Doing Business With NATO, a new 14-page Commerce Department brochure describing how U.S. firms can participate in construction projects or sell their products to NATO.

**Write:** Sales and Distribution Section, Dept. of Commerce, Washington, D.C. 20230.

***Finance and Development: The Fund and Bank Review.* Published quarterly by the International Monetary Fund and the International Bank for Reconstruction and Development, Washington. Free.**

This magazine contains articles of current interest on subjects relating to the activities of the IMF and the IBRD (World Bank). The September issue featured articles on the settlement of international investment disputes, international financial policy 1920-44, India's population problem, and the Horowitz Proposal for increasing capital flows to developing countries through an interest equalization fund.

The review is written in English, French and Spanish editions, and is issued free of charge four times a year.

**Write (specifying preferred language):** The Secretary, International Monetary Fund, 19th & "H" Streets, NW., Washington, D.C. 20431.

***Paraguay.* An information booklet published by the Ministry of Industry and Commerce, Asuncion. 39pp. Free.**

This booklet is designed to attract foreign investors to Paraguay. It gives capsule summaries of government, geography, climate, transport and communications, money and banking, taxes, agriculture, the leading industries, trade, labor laws and social security, and outlines the best possibilities for industrial projects. The second half of the booklet contains a directory of exporters in Paraguay.

**Write:** Ministry of Industry and Commerce, Asuncion, Paraguay.

***Foreign Enterprise in Colombia: Laws and Policies.* Seymour W. Wurfel. U. of North Carolina, Chapel Hill. 536 pp. $10.**

Study drawing together the many elements that combine to constitute the law and policy of investment in Colombia. Divided into three parts, the first section presents the factual background that is necessary to evaluate the economy and legal system. The second portion examines agencies and organized programs, domestic and foreign, that are participating in Colombia's economic development and the improvement of its investment climate. The third division presents a broad view of the Colombian civil law legal system.

**Write:** U. of North Carolina Press, School of Business Administration, Chapel Hill, N.C. 27515.

***The Financial Post's Survey of Industrials: 1965.* Maclean-Hunter Publishing Co., Ltd. 408 pp. $6.**

This annual survey contains detailed reviews of hundreds of individual Canadian companies, including data on earnings, assets, liabilities, and dividend payments. Names of directors and officers, capitalization and other corporate information is also given where available. A special tabulation shows the price range of listed industrial stocks between 1957-64.

**Write:** Maclean-Hunter Publishing Co., Ltd., 481 University Ave., Toronto 2, Canada.

***Musical Instruments International Directory.* World-Wide Directories, Evanston, Illinois. $15.**

The book lists more than 1,500 manufacturers, wholesalers, exporters and importers of musical instruments and their components.

The directory covers the industry in more than 70 countries, describing the activities of manufacturers according to the various instruments they produce, their exclusive foreign representatives, and similar information, to minimize needless correspondence regarding territories already committed.

The directory's classified section includes, along with the manufacturers of common—and uncommon—instruments, many sources of supply for hard-to-find components.

**Write:** World-Wide Directories, 910 Custer Ave., Evanston, Illinois 60202.



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# Calendar *for international traders*

### September

**20**—St. Louis Export Trade Seminar 1st of 8 weekly sessions, Saint Louis University, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

**20-30**—National Machine Tool Builders Assn. Exhibition, McCormick Place, **Chicago.**

**21**—Hydraulic Institute, Annual Convention, International Inn, **Washington.** Speaker: Forrest D. Hockersmith, BDSA.

**21**—Foreign Trade Seminar, **Springfield, Mass.** Sponsors: Joint Civic Agencies; Export Sales Managers Assn.

**21**—REEC Meeting, **Baltimore.**

**21**—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

**21**—In-Office Workshop for New Exporters, 512 Greenleaf Bldg., **Jacksonville, Fla.** Sponsor: Field Office, Department of Commerce.

**21**—Foreign Trade Bureau, dinner meeting, Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Nicholas Johnson, Maritime Administrator.

**21**—Purchasing Agents Assn. of Pittsburgh Presidents Dinner, Penn Sheraton Hotel, **Pittsburgh.** Speaker: Anthony Bertsch, BDSA.

**21**—In-Office Export workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

**21**—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

**21**—Conferences by appointment with Virginia Torosan, Commercial Attache, New Delhi, Field Office, **San Francisco.**

**22**—Special REEC Meeting, 10 a.m., Daniel Boone Hotel, **Charleston, W.Va.** Sponsor: Field Office, Department of Commerce.

**22**—Export Conference on Stockholm Trade Center, Field Office, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

**22**—In-Office Export Finance and Transportation Seminar, 9:30 a.m., Field Office, **San Francisco.**

**23**—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

**23**—World Trade Club "Port of New York Night," monthly dinner meeting, Trader Vic's, Bel Air East Motel, **St. Louis.**

**23**—In-Office Export Conference Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

**23**—Pacific Coast Assn. of Port Authorities, 51st annual convention, Ambassador Hotel, **Los Angeles.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

**23**—Mobile "Profits in Exports" Conference, 11:30 a.m., Lyles Restaurant, **Kearny, N.J.** Sponsors: West Hudson Chamber of Commerce; Field Office, Department of Commerce; REEC.

**23**—International Trade Seminar, Manufacturers National Bank, **Detroit.** Sponsors: Manufacturers National Bank; Field Office, Department of Commerce.

**23**—In-Office Export Workshop, 9 a.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

**24**—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**24**—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

**24**—Foreign Trade Seminar, **Columbus, Neb.** Sponsors: Field Office, Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

**28**—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

**28**—In-Office Workshop, Field Office, **Dallas.** Sponsors: Field Office, Department of Commerce; REEC.

**28**—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

**28**—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

**28**—Exporters Roundtable, Market Development in Australia-New Zealand, Field Office, **Los Angeles.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

**28**—Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: World Trade Council; Field Office, Department of Commerce; REEC.

**28**—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

**29**—In-Office Meeting, Field Office, **Chicago.**

**29**—Export Expansion Conference, **Lancaster, Pa.** Sponsors: Manufacturers Assn. of Lancaster County; REEC.

**29**—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

**29-1**—Seminars on Problems and Policies of Tax Planning and Control in International Operations and Coping with Foreign Exchange Problems in International Operations, AMA Headquarters, **New York.** Sponsors: American Management Assn.

**30**—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

**30**—Illinois State Chamber of Commerce, annual convention, Palmer House, **Chicago.** Speaker: Secretary of Commerce John T. Connor.

**30**—In-Office Export Conference, American National Bank, **St. Paul, Minn.** Sponsors: Field Office, Department of Commerce; REEC; American National Bank.

**30**—International Trade Course, 1st of 12 weekly sessions, Hofstra University, **Hempstead, N.Y.** Sponsors: Hofstra University; Long Island Assn. of Commerce and Industry; Field Office, Department of Commerce; REEC.

**30**—In-Office Export Seminar, 9:30 a.m., Field Office, **San Francisco.**

### October

**4**—Foreign Trade Management Course, first of nine weekly meetings, Newark Extension Center, **Newark, N.J.** Sponsors: Newark Extension Center, Rutgers University; Field Office, Department of Commerce; New Jersey Dept. of Conservation and Economic Development.

**4**—Far East-America Council, annual convention, Waldorf Astoria Hotel, **New York.** Speaker: Secretary of Commerce John T. Connor.

**4**—Businessmen's Consultations with Eugene A. Bird, Commercial Attache, Cairo, Field Office, **Chicago.**

**5**—World Trade Committee, Dallas Chamber of Commerce, Baker Hotel, **Dallas.**

**5**—In-Office Meeting, Chamber of Commerce, 12 noon, Germania Club, **Freeport, Ill.**

**7**—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

**7**—International Financing Conference, Waldorf Astoria, **New York.** Sponsor: National Industrial Conference Board.

**7**—Patent and Trademark Protection in U.S. and Abroad, meeting, 9:15 a.m., Pick-Congress Hotel, **Chicago.** Sponsor: Illinois Manufacturers' Assn.

**12**—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

**12**—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

**13**—Export Managers Assn. of Southern California, **Los Angeles.** Speaker: Paul E. Pauly, Bureau of International Commerce.

**13**—Mobile "Profits in Exports" Conference, 11:30 a.m., Clam House, **Hoboken, N.J.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**14**—In-Office Meeting, Field Office, **Chicago.**

**14-15**—Western International Trade Group, Fall meeting, Sheraton Marina Hotel, **Los Angeles.** Speaker: A.B. Trowbridge, Asst. Secretary for Domestic and International Business.

**19**—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

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